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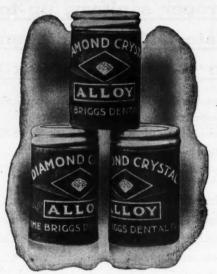
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Bamlet Bldg., Detroit, Mich.

## CRAL HAYGIENIE

#### A JOURNAL FOR DENTISTS

EDITED BY GEORGE EDWIN HUNT M.D., D.D.S.

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## JOURNAL FOR DENTISTS



DECEMBER, 1913.

#### MOUTH HYGIENE

#### A HEALTH SYMPOSIUM PLAYLET FOR YOUNG PEOPLE

By EVELYN WRIGHT NELSON, East Liverpool, Ohio

The following playlet was written by Miss Welson for presenta-tion in schools and churches. It can readily be made very attractive and entertaining for both audience and those participating. The effort you may be required to make to secure its presentation should be offset many times by the impression it will make.

#### PARTICIPANTS\*

Chairman, Mr. or Mrs. Merchant.
"Uncle Sam" and "Miss Columbia." (In case the former is not present, the latter will recite her own and read his part as his representative.)

DR. MEDICO, DR. DENT, MASTER T. ACHE.

SUPERINTENDENT, Teacher, MISS BRIGHT. Pupil, MARY. Delegation.

and remain standing until close of Round. Musical Director, close of Round.
MR. or MISS MELODY.

JUDGE JUSTICE, of the Juvenile Court, or his deputy, MISS LAW,

Enter together

who may read his part as a communication.

Rev. B. Earnest. Absent. Secretary reads greetings.

Mrs. Golden, club woman. (Introduces Miss Esthetic, a beauty

specialist.)

MISS LOVE, a Deaconess. MRS. EVANGEL. Nurse, MISS GOOD. LITTLE SISTER MATER with a large doll in a baby's go-cart.

Mr. Dope, Reporter.

Decorations and costumes, simple, dignified rather than grotesque. A large American flag as a background and flowers or plant on a stand are appropriate. Care should be taken to avoid obstructing spectators' view.

The characters of UNCLE SAM and MISS COLUMBIA will be sufficiently marked by the former wearing a black evening suit, waistcoat and broad hat band of the national colors, and the latter a white gown, long without train, spangled with silver stars; short waist effect is given by a wide red sash of silk or gauze (mosquito netting is excel-

<sup>\*</sup>Changes are indicated should a young ladies' or girls' society present the playlet.

lent); this is tied high at the back in a simple knot with long ends. The tiara of blue ground set with white stars is well secured by hat pins.

MRS. GOLDEN and MISS ESTHETIC, well dressed but not gaudily; the hair arrangement should be particularly well done; their manner, deliberate.

Miss Love, plain dark blue or black dress; small close bonnet with white linen ties; plain white collar and cuffs. Manner earnest.

SISTER MATER. Smallest girl procurable who can recite the parts; neither shabbily nor overdressed. Doll wears infant cap and dress. She enters from the side leaving cart at the rear of platform.

T. Ache, carelessly dressed, face bandaged.

Miss Good may wear nurse uniform if desired.

SUGGESTIONS TO THE MANAGER.

Appropriate dressing for the others will readily suggest itself, the

object being to make the young people look older.

It is essential that no time be lost going to and from the platform. If the platform is large enough to permit all to be seated there or stand together during the singing of America, graceful grouping about UNCLE SAM and MISS COLUMBIA will be easy.

Should no young gentlemen take part, the chairman's lines should be carefully censored by the manager to make them conform to the

circumstances.

If UNCLE SAM is present, MISS COLUMBIA follows him immedi-

ately, the chairman introducing her.

After she has spoken the chairman calls the speakers without the formal introductions and responses.

If singing and invocation precede the playlet, insist upon opening at the time announced. If announcements or collection follow the playlet, omit "America" until dismissal.

The chairman may have the text of playlet on table beside him;

he or the secretary may prompt if necessary.

If the manager desires more action, each of the quartette may use a tooth brush as a baton keeping time while singing and while silent indicate by rotary motion near the face the proper way of brushing the teeth—from the gums—down from the upper and up from the lower teeth.

lower teeth.

If the Star Spangled Banner or other patriotic song than America is chosen for closing, small flags attached to tooth brushes may be

waved by the entire cast.

Where the manager is aware of active talent for acting, pantomime features may be introduced as participants enter or leave. These

will suggest themselves at rehearsal.

Chairman.—(Mr. or Mrs. Merchant.) I am no speechmaker. I believe as good citizens if we see something which should be done, we ought to try to start it. For some time I have been impressed that we are not doing fairly by the children. In order to find if others were of this opinion I published the request for all interested in the subject of oral or mouth hygiene to come, talk it over and see what we can do to make public sentiment and effect a change. It was Miss Dorothy Whitney's gift of ten thousand dollars to the New York Bureau of Research which wakened me to the importance of this matter; she was interested in the physical needs of public school children; five hundred children who applied for work certificates in New York were examined by the Health Board and all but sixteen needed dental work that

would cost from two dollars to one hundred dollars. It was a temptation to Miss Whitney to provide treatment for these children, but when she thought of the great army of children all over the land who need it also and will never get it if it depends on their parents, she decided more good would be done by a physical welfare and publicity program, so her money was spent to try "making known everywhere and getting done everywhere what is known to be necessary everywhere for the physical welfare of school children." Five hundred school superintendents and five hundred editors were taught mouth hygiene one month. I have talked with physical culture teachers in public schools and medical examiners and they tell me nothing they have read exaggerates what they themselves have seen of the need of dental inspection. It is very gratifying to me that you who have come represent such varied interest; we shall see the subject from different view points and follow up talk by action. We are to be congratulated on having Uncle Samuel and Miss Columbia with us. Uncle Samuel will now address us.".

(Or "having Miss Columbia with us who will read a message from Uncle Samuel and speak of her individual

interest.")

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UNCLE SAM.—Mr. (or Madame) Chairman, Ladies and Gentlemen: It is a pleasure to greet you, an especial pleasure because you are here for a purpose and that purpose is to help me 'make good.' If there is one thing more than another your Uncle Samuel stands for it is to keep his promises. It was written a long time ago, (you know where) that all men are born free and equal and have the right to life, liberty and the pursuit of happiness. We are pledged to give every one a chance. But little children are finding out before they get far in the grades that they are not equal in the chase after happiness. In many things we cannot help them; but I find one of the chief things which prevents our boys and girls getting the best out of the public schools is connected with this subject-mouth hygiene. We must help them. Very small children are learning the meaning of these big words conservation of natural resources. Now, the people of this country are as much a resource of the country as trees and water ways and if a deformed or unhealthy tooth or the loss of a tooth keeps a boy or girl out of school or makes their mouths a place for disease germs to grow fat in, I want you to know that Uncle Samuel cares. It is plain that my children are breathing through their mouths, spreading disease and dropping out of school because they are not studying mouth hygiene; so far as they are concerned, during the time they are out of school from a cause that could be prevented, the cost of school buildings, books and teachers is sheer waste. We cannot afford to dally; we must do something in every school district in the country. 40 per cent of the absentees from school miss because of toothache. Ten millions of my boys and girls suffering directly because they have had bad teeth and unclean mouths. What sort of uncle am I if I do not feel sorry for them and help them all I can? It takes children with bad mouth conditions six months longer to pass the eight grades than children with sound teeth and clean mouths. Look at the expense of keeping up the schools that much longer and putting that nervous strain upon the children! O, my people, we are wasteful of money and the vitality of our youth! There is a remedy.

CHAIRMAN.—It gives me pleasure to introduce Miss

Columbia.

Miss Columbia.—Mr. (or Madame) Chairman, Ladies and Gentlemen: I look into your happy faces and am glad. At the same time I wonder if you were ever made fun of until it hurt your very heart; if you were you know what I mean when I say, it hurts to be taunted as I am every day by people saying 'Columbia, the gem of the ocean is not the home of the brave and the free'; they who say it do not always mean the same kind of freedom, but it is the measure of truth in it that makes it hurt so. We have the most glorious land on earth but we have not the freedom we should have nor the courage either; we have courage to fight war battles. but there are battles of peace to be fought that require courage too. We must correct our school system to fit the boys and the girls for life. The boys and girls must help; if we do not grind the food and mix it well, have clean mouths we cannot have health and without health we cannot do our best work in school. We need to be taught to do this. We need men and women to meet the expense of this until the public learns its value and understands that we are doing it from pure motives—to live and help others live.

CHAIRMAN.—Friends: I shall call on you without the

formality of introduction and response. Dr. Medico.

DR. Medico.—Medical inspection in the public schools emphasizes the need of dental inspection. Valparaiso, Indiana gave the country an object lesson. A scarlet fever epidemic was not checked there until dental inspection and treatment were given. Think of it! More than nine hundred cavities found in permanent teeth and fifty of these children had had scarlet fever! There is no doubt such cavities are breeding places for germs of measles, whooping cough mumps and other diseases. I believe the time is coming when every general hospital will have free dental service and that after quarantine is lifted a pupil will not be allowed to enter school until the mouth is pronounced clean. I favor free inspection and treatment becauses mouth cleanness has been too long neglected. We medical doctors and our brothers in the pro-

fession, the dentists must work together for the public good and prevention is the key to success.

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CHAIRMAN.—Dr. Dent.
Dr. DENT.—"Dr. Medico is right; our most hopeful work is with the children. When we say "a clean tooth will not decay," we do not mean that mouths must be boiled every ten minutes but that a tooth cleaned right and often enough and given enough exercise on hard food will not decay, that mouth, or as we call it oral hygiene practised daily absolutely prevent decay between the teeth where the worst troubles are and will undoubtedly lengthen life as well as increase efficiency. Artificial teeth are not more than one tenth as efficient as natural teeth; because permanent teeth are expected is no reason a child should be robbed of a full set of strong healthy teeth when his mouth is taking shape and he is growing fast and needs the very best effects from his food.

Dr. Dent takes a seat on the platform, remaining until after the Round when he motions to MASTER T. ACHE; they

retire by side entrance.

CHAIRMAN.-Master T. Ache, you look as if you had a message for us; we shall be glad to hear it; even if it is

sad; we may find a remedy

MASTER T. ACHE.—For pity's sake, won't some one take this awful ache out o'my head? How do I know where currents flow, or Hood from Poe or which is dead? What do I care what's in the air 'r what rocks are bare in Idaho? What can I do in school or pew? It's up to you, unless you cage me in the zoo!"

MASTER T. ACHE is seated on platform until Dr. DENT

and he retire.

CHAIRMAN.—I see the superintendent and musical director of our schools are present. Mr. (or Miss) Superintendent, will you bring your delegation to the platform?

Superintendent.—It is appalling. 97 per cent of the children enrolled in school have faulty or diseased mouths. The experiment at Cleveland, Ohio, proved that the childrens' working efficiency was increased after instruction and treatment 50 per cent. Marion school in which the experiment was made was the only one in that territory which reported more double promotions than non-promotions the next year. Miss Bright, one of our teachers will give you some details.

MISS BRIGHT.—A friend who teaches in Cleveland told me one of the pupils who had been in the dental squad during the experiment showed marked improvement and was afterward quarantined while five of the family had scarlet fever; he helped to take care of them but did not take the fever; the doctor thought it was his clean mouth made

him immune She said many of the girls who took the test were relieved of headache and nervousness. One boy of whom they were particularly proud had competed in athletic contests the year before without gaining a point. After taking the test, he gained almost two thirds of the points taken by the school. Some of our teachers have seen so much need of this work they have done it on their own responsibility:

Mary will tell you her experience.

Pupil Mary.—I could not understand why they expected me to remember whether eight times nine or nine times seven were sixty-three. I was getting so I hated school and wished a lot of things I would not like to tell. One day I missed "lethargy" twice; the teacher said if I did not spell i right the next day I must remain and write it one hundred times, so I kept saying it over and over and the next day I missed it. By having to stay I missed going to Aunt Jen's and mother was cross but worst of all, I wrote it one hundred times and when I gave Miss Blank the tablet she really looked scared but she only said "You are excused." I put on my hat; she handed me the tablet—every word of the hundred was spelled with U instead of A. I knew then there was no use in my trying to learn anything. Before I said so Miss Blank smiled one of her smiles that makes a rainy day nice and said, "Do not think of quitting school, tomorrow we will try another plan." She took me to a dentist; he said I had more mouth troubles than he had time to explain. I have been treated; it took a good while but school is so different and I wish you could see my grades.

CHAIRMAN.—Professor (or Miss) Melody:

Professor Melopy.—It is shocking to think how careless we all have been in this matter. We will sing what we intend to do about it. (Leads the school delegation in singing the Round.)

No More Toothache. (Round) Tune, "Scotland's

Burning"

I No more toothache! No more toothache!

Hear! Hear! Hear! Hear!
We will study oral hygiene,
We will practise oral hygiene.

(Sing once in unison. The second time, the first voice sings to Figure 2 before the second voice begins and to Figure 3 and 4 before third and fourth voices begin, each singing the entire round.)

(MASTER T. ACHE listens very attent vely opens his eyes very wide. After the delegation has been seated or left the platform, Dr. Dent motioned to him and they retired.)

CHAIRMAN.—Judge Justice, of the Juvenile Court. (Or, in addition, "being unable to be present commissioned his deputy, Miss Law to read his message which she will do at this time.")

JUDGE JUSTICE.—(or Miss Law) Nowhere have the good results of dental treatment and instruction in mouth hygiene given more encouraging results than among dependent and wayward, called incorrigible, whom he know as encourageable children. Of course we are ridiculed when we report cases of children becoming truthful after treatment, who could not be trusted before; we are not claiming that dental operations will make all rogues honest, but one crooked tooth may so affect digestion and the nerves that the moral sense is not normal but becomes so when mouth conditions are changed. The first offense of these children is usually 'playing hook' from school; they are backward at books. New York city was startled to find she was wasting three million dollars a year trying to teach children who were physically unfit for education; 30 per cent of her school children were backward and 35 per cent of these were dull because of defects most of which were preventable.

CHAIRMAN.—The secretary will read the Rev. B.

Earnest's greetings.

Secretary.—(reading) Being called out of town I wish to express sympathy with your effort to interest our community in mouth hygiene. I am persuaded that we cannot as Christian people fairly represent the Master who went about doing good to the bodies of men as well as to their souls, unless we come in closer sympathy with such work. I hope the day will soon come when every public school shall have dental supervision and every Mothers' and Cradle Roll department shall have instruction along these health lines.

CHAIRMAN.—Mrs. Golden.

MRS. GOLDEN.—Quite a number of the clubwomen of the city are interested in this subject as individuals; we must secure deepe and more general interest in order to get together and act effectively. Once let the people know the exact condition in our local schools and they will bring about the change. I wish to introduce Miss Esthetic, beauty spe-

cialist, who is in town a short time.

Miss Esthetic.—We should lose much of our business if parents knew the value of the four teeth sometimes called the "six-year-teeth"; in some ways they are the most important of all and strange to say for some reason are neglected most of all; it may be they are mistaken for first teeth; they have much to do in giving well shaped jaws; they are the best crunchers and without them food cannot be well masticated. Mouth hygiene covers the subject of mouth treathing and is related to everything with which we students of beauty have to do; shape of feature, complexion and wrinkles which are often the tracks of nervousness brought on by mouth troubles. We see miracles every day in the straightening of teeth and widening of the arch of the mouth resulting in better health and better looks.

CHAIRMAN.—Miss Love.

Miss Love.—Time does not permit me to tell you how important this work appears to me. My work is in the poor section of the city; I assure you there would be less sickness, less crime and so much less misery if the mouth troubles of the children could be treated and they shown how to prevent return. Even if the parents knew what this means and desired to do it they cannot pay for it. In some large families all need attention. It seems to me we cannot have good health as a community until free dental treatment is given children unable to pay for it.

CHAIRMAN.-Mrs. Evangel.

Mrs. Evangel.—Being president of a woman's missionary society I am always amused when foreigners teach us something. I had never thought about medical doctors and dental doctors not working together until many years ago, a young Chinese woman, Hu King Eng came to this country to be educated. After college, she studied medicine went back to "my China" as she called it and practised medicine a short time; she returned to this country to take one year at least in dentistry; she said mouth troubles were so closely connected with disease and caused so much suffering that, there being no dentists where she was, she was obliged to come and study it."

CHAIRMAN.—Miss Good.

Miss Good.—The trouble with all work of this kind is that people will not begin soon enough; if a baby could have his mouth washed when he was one day old and every day after that we could prevent many ills. If parents thought as much about the childrens' teeth as they do about their clothes they would have better health, live longer, be better looking and work better. A child three years old can use a tooth brush and be taught to brush away from the gums toward the teeth. With aroused public interest more young people will be attracted to the study of dentistry and dental nursing.

Enter Master T. Ache smiling, neater in appearance, bandage removed; takes a chair and is an interested spec-

tator till the close.

CHAIRMAN.—Little Sister Mater looks as if she could

tell us something; if so we shall be glad to hear it.

SISTER MATER.—I heard mother say she was so disappointed she could not come here today, I just thought I'd come and see what was going on. Brother went to sleep (Miss Columbia rises and goes toward the go-cart) O, don't touch him please! Mother does not 'low him to be 'sturbed She says she is going to have one child just right. She wanted to tell you how splendid he is! He doesn't bite on a rubber ring. It makes some people so ma-a-d when she

asks them not to kiss him on the mouth! Why, do you know we have found out that the sweetest kisses grow under his chin? Mother's going to have his teeth come in straight he's going to eat crusts to exercise 'em and he's not going to breathe with his mouth open; he's just splendid! Why, Mother says some people's cross eyes come from their teeth. But I must go; maybe, Mother did not mean me to come but she did not say for me not to. (Exeunt, with cart.)

CHAIRMAN.-Mr. Dope, of the Morning -

Mr. Dope.—Publicity is a game whose rules are worth knowing. If something sensational happens before press time we may not be able to give as much space to this meeting as we would like but every editor will use good fillers from time to time;—short accounts of interesting facts showing the progress made in any movement for public betterment. This comes under the New Humanism I guess. At any rate you are on the right trail; making the way easier for the little fellows can never be work lost. Prevention is a winner.

CHAIRMAN.—This has been worth while. A few of us had arranged to finance a free illustrated lecture; I shall take the liberty of appointing as committee to secure a central hall for the best open night next month, Mrs. Golden, Miss Love; and Mr. Dope to advertise the same. We will close

by singing "America."

#### ABOUT "CHOOSING A PROFESSION"

By E. P. BEADLES, D.D.S., Danville, Va.

Our writer believes the article by Dr. Ricker, in the October number, was about correct. After twenty-five years of practice, he concludes that if he had his "ruthers," to quote Jim Riley, he'd "ruther" do something else. And yet I know he has done more good in his life than he would probably have achieved in other walks in life. But the unknown bit of road around the turn is extremely attractive—because it is unknown.

Dr. Rickel is very nearly right. I have been practicing dentistry for over twenty-five years, and have met with what is called success for a small town of twenty thousand. I would not advise any young man to enter any of the so-called professions. With its present status our calling is not attractive. We work harder and exercise

more real skill and ability than the members of any other profession (I except none). We get little thanks. Our best friends look upon us and shudder. We relieve and prevent more pain, by far, than those practicing any other branch of medicine, but we are only thought of as men who give pain. We are sentenced to imprisonment for

life. Little of God's sunshine

falls upon us.

We have little or no authority, even in our own specialty. The public will take the opinion of the M.D. in preference to ours every time, when he is really as ignorant as they are. Matters would greatly improve if the States would require the M.D. degree; this would give us the authority which we need.

As to fees, it is seldom that the best patient pays cheerfully. Few dentists, unless they happen to have certain business ability for investments, make enough to keep them in their old age, and a good professional man is seldom a good business man. Almost every sensitive dentist is humiliated every day of his life. I had a patient call me to the waiting room and announce in a loud voice, in the

presence of three or four others: "That filling you put in for me has come out." On examination, it had not come out. On the contrary, it had been there for twelve years.

How do you feel when you see a woman with three gold crowns in the front of her mouth? Who put them there? What are your sensations when you see a large photograph of a so-called dentist and a display advertisement in your daily paper? Do we belong to a dignified profession?

There is only one calling for a gentleman, scientific farming. In anything else you are required to "knuckle" to the other fellow. No man can do that and keep his self-

respect.
Ask the first man you meet

in the street what D.D.S. stands for and let us know the answer.

#### CHEER UP

#### By E. H. COLLER, D.D.S., Battle Creek, Mich.

In the October number of Oral Hygiene appeared an article by Dr. A. J. Rickel entitled "Choosing a Profession," in which the writer expressed pessimistic views concerning the practice of dentistry. In the article below, Dr. Coller argues the future of dentistry from broad economic lines. In fact, if it were not so ambiguous a compliment, yet, to dub a man Socialist, I should not hesitate to so designate Dr. Coller.

The article, "Choosing a Profession," with editorial comment is interesting and amusing. The expression of many an idea, becomes pessimistic in its outlook, because of narrowness in the viewpoint.

We have just been handed from seemingly good authority, the statements that "The Democratic tariff program will force the manufacturing interests of this country to remove their plants to Canada." "A merican manufacturers

have completely filled the American market and their production is greatly in excess of the domestic demand, and owing to lack of reciprocal trade agreements these industries cannot remain at home and grow."

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You notice nothing is said as to domestic needs being satisfied; nothing is said of the fact, that manufacturers while paying a better wage can, as result of tariff and exploitation of toilers through corporate operation and a protected market, successfully compete, with products of cheap foreign labor in the markets of the world; or of the fact that they sell cheaper to foreign than to domestic consumers.

You have only to boil down the tariff in the double-cooker of your mental apparatus to find, that outside its great benefits to the corporate manufacturies, it is of mighty small importance to the mass of domestic toilers and consumers under present industrial policy. But, if you share net benefits of tariff with the toilers, the tariff becomes a protection to, and adds to, social welfare and industrial prosperity of the mass of toiling consumers as well as to manufacturers.

So when we hear complaints that the professions and trades are over-crowded, we can conclude that the crime of omission is at the bar, and that what is meant is, that the *demand* for services are more than filled; while the fact remains that only a fraction of the *needs* for services have been supplied; there's a same old reason—limited buy-

ing power.

It requires only a small amount of mental operation to determine that the limited buying power of the masses upon whom depends the life of the professional trades is brought about as a result of a cooperative manual and mental effort of the toilers in the production of all industrial products; followed by a corporate concentration and monopoly of the cooperatively produced net profits. We must conclude, that so long as the people are unable to provide necessities, the mass of people must forego the luxury of having good teeth, until such time as the mass of toilers coöperatively share as well as cooperatively produce.

The promotion of industrial affairs by coöperative activities of ninety millions of people followed by a monopoly of the *net* profits (products) is conducive to production of a mighty poor market for commercial as well as for pro-

fessional pursuits.

The cause of industrial unrest is exploitation; the effects of which are a depleting of the social and economic stability of the people (by monopoly of net profits). The remedy will be a sharing of net profits with all who have co öperatio in distribution as well as in production.

Cheer up and keep your

hands as busy as you can, and keep your head busier than your hands, that some near day we may have a better social arrangement of our industrial system.

#### THE "IDEAL" CHRISTMAS PRESENT

#### By F. W. GASKELL

These being the times when we are all looking around for suitable Yule-tide gifts for those whom we suspect will give something to us, I print this appropriate suggestion of Friend Gaskell's, hoping it may solve the problem for some of our readers.

#### DESCRIPTION.

The "Ideal" is composed of two parts. The bottom or lower part is an ornate jar made of genuine glass. The bottom of the jar is flat, being made in that shape to allow it to be placed on the mantel, table or floor. The top or upper part is made of sterling silver. It will be noticed that the silver is very thin. The object of this is to make it very light so that when in place it will not tend to upset the jar.

The silver top is beautifully engraved. It fits snugly on the glass base, and by a series of exquisite curves culminates in a dome in the exact center of the top. This dome is convex on the outside and concave on the inside. By an ingenious arrangement the concavity is made to hold things and the convexity is made to take hold of.

Taken as a whole, the "Ideal" is exactly what its name implies, and the only reason why it is not in every household is its great cost.

ITS USES.

The "Ideal" is put to a be-

wildering number of uses. It can be used as a receptacle for crackers, sugar, molasses, coffee, vinegar, tea, oat-meal. butter, rice, lard, beer, starch. pepper, collar-buttons, geargrease, money or hair combings. It can be used as a cuspidor and kept on the centertable instead of on the floor. When used in this way the cover is removed and then replaced as occasion demands. In New Jersey the "Ideal" is used to great advantage to hold quinine pills and elmbeetles.

The conventional use, however, for the "Ideal" is as a storage for cigars.

DIRECTIONS FOR USING THE "IDEAL." AS A CIGAR HOLDER

Select a comfortable and strong chair and sit in it. Put the "Ideal" between your knees, with its base resting on the seat of the chair. Press your knees tightly together and steady the "Ideal" with the left hand. With the right hand firmly grasp the convex portion of the dome and give it a strong, slow, steady, violent jerk upwards. (These

directions are for right-handed persons. If left-handed, reverse functions of hands.) The top may come away from the bottom. If it does not, repeat the operation until it does. In no case use a hammer or can-opener. The former might chip the expensive glass, and the latter would be almost certain to make the periphery of the top depart from a true circle.

Having separated the top from the bottom, place the two parts carefully on a high shelf and go to a drug store. Procure, from the druggist, a small sponge, which should be taken home and thoroughly soaked in clean water. When the sponge has absorbed all the water it will hold, insert it carefully in the concave part of the dome. In doing this, a large quantity of water will run out. Pay no attention to this, as it will do no particular damage.

Now procure some cigars from some source and place them vertically in the bottom part of the "Ideal." Havana and Key West cigars are preferable for this purpose to Porto Rican and Connecticut. The cigars may be placed either end up, but care must be taken not to put more cigars in the jar than it will hold.

All now being in readiness, put the silver top on the glass bottom and press it down firmly.

In about one week, lift up the top and look inside. One of three things will have happened, viz:—

I. The cigars will be in about the same condition as when they were put in. In this case they had better be smoked.

2. The cigars will be found water-logged. In this case leave the top off for 24 hours and then look again.

3. The cigars will be found as dry as powder. In this case buy a good humidor, and use the "Ideal" for some of the other purposes indicated.

#### THUMB-SUCKING CHILDREN

A number of letters were received relative to the best way to break children of thumb-sucking. The gratitude of this particular mother and of myself is extended to the writers. As may be imagined, the methods suggested were various.

Dr Thaddeus P. Hyatt, New York City writes, "The only sure prevention and cure for thumb-sucking that will really do all that is claimed for it, is to strap two flat pieces of wood to the arm, one on either side, so that the length of the sticks go across the elbow joint. This will absolutely prevent the bending of the arms, and both arms must be so strapped, make it impossible to put the thumbs in the mouth, I had to do this with one of my own children as all other methods failed."

Dr. M. A. Thometz, Calumet, Michigan, suggests a similar remedy. He says, "Tie a curved splint on the arm at night so that when the child raises its arm the thumb cannot be placed in the mouth. It is a simple matter to tack short strips of canvas to a wooden splint, the ends of the canvas to be tied around the arm, holding the splint in place. The splint should be curved just enough so that, when applied to the arm, it will not permit the thumb to reach the mouth but, instead, to pass it

Dr. D. W. Barker, Brooklyn, New York, also suggests a splint, saying, "Take a thin strip of wood—a splint from a basket will do nicely—long enough to reach from the child's wrist to the shoulder. Tie at each end with wide strips of muslin. The splint will prevent the bending of the elbow joint, without which the thumb cannot reach the mouth."

Dr. R. M. Van Duzer, Bartlesville, Oklahoma, suggests, "Get a small rubber ball, cut a small round hole in it, and slip it over the thumb."

Dr. H. N. Lewis, Alva, Oklahoma, suggests the same course of procedure with the addition of a string or ribbon to hold the ball in place. Dr. Lewis says, "I cured my boy in a hurry with this plan."

Dr. H. L. Entriken, Enid, Oklahoma, advises the rubber ball but suggests it be tied on with "blue baby ribbon for boys and pink for girls," presumably so you can identify your babies for future reference. He further states that "the bigger the mouth the bigger the ball" and ventures the opinion that, "this may also prove to be an early start for a future spit ball artist." Regards to Ed. Walsh, Rube Waddell please write.

Dr. A. P. Pilides, Scottsville, Michigan, also advo-

cates the rubber ball.

Dr. Frank S. Martin, Muncie, Indiana, says, to tell the mother to "first try wrapping the thumb with adhesive tape, which can be procured from any druggist If that fails, use a rubber ball over the hand, perforated with holes for ventilation."

Dr. H. B. Wheeler, Three Rivers, Michigan, "After three years of failure with peppery and bitter substances of all kinds, I broke my niece of the habit by the use of adhesive tape over the ends of her thumbs. Also found it helpful to cover the hands at night with small cloth sacks tied about the wrists."

Dr. A. T. Freeman, Boston, Massachusetts, says. "Take the finger or thumb of a kid glove and tie it on thumb or finger. The child, not caring for the taste of leather, will cease the practice. I cured my three months old child in this manner."

Dr. R. W. Gaston, Gulfport, Mississippi, has a new idea. He says, "Make a finger or thumb stall similar to the finger or thumb of a glove, but make it of chain mesh, like that used for a ladies hand-bag. Cut out a piece of the mesh, of silver or German-silver, large enough to completely cover the thumb or finger and sew it together with silver wire in the form of a stall. Let it be worn continuously, attached to a close fitting ring or by a ribbon around the wrist, the former being preferable." Dr. Gaston's stall has the merit of being well ventilated.

Dr. C. V. L. Diener, Phillipsburg, Pennsylvania, calls attention to the fact that in Dr. V. H. Jackson's Orthodontia a thumb cot is discribed and pictured. "It consists of a leather thumb cot with a serrated leather strap on top. This is applied to the thumb and held in place with a lock bracelet, the key being carried by the mother."

Dr. Frederick Osius, Grand Rapids, Michigan, advises that "the child should be taken to a practical hypnotist who will put her under his influence in a very short time and correct the thumbsucking habit absolutely. The mother should be present and the child should not be instructed before hand what is wanted of her. I have corrected a number of such cases in this way and have never seen a failure."

Dr. S. R. Wyse, Meridian. Miss., also endorses hypnotism, or "suggestive therapeutics." He says, "Let the child be taken to a suggestive therapeutist, or to a reliable hypnotist, and be given suggestion for the habit. Any impressions properly made upon the subjective mind will produce a corresponding expression upon the personality."

Dr. L. A. Hawkes, Altoona. Pennsylvania, professes to have a sure cure but does not care to make it public at this time.

So mote it be.

#### AN APPRECIATIVE READER

Editor of ORAL HYGIENE:

As proof that I am an appreciative reader of ORAL HYGIENE, I am going to offer

a few remarks.

First. Finger-Sucking—After many unsuccessful attempts to prevent and later stop finger-sucking by my own daughter, now two years old, we finally hit on the system of making tight fitting cots over the two fingers on each hand that were the victims, and tying them around the wrist.

Part of the time we used bitter aloes on the cot. On the sleeves of her night gown we Several sewed mittens. months later my wife discovered that adhesive tape wound around one finger on each hand worked better and was easier. We wound it loosely around three or four times, split the end, either rolled the ends or powdered with talcum and tied them around the finger. Of course, she sometimes gets them off,

but we have broken the habit.

To indicate the fascination there is in the habit, she soon learned that mother would change the adhesive when it became soiled and that in the process of changing she might get a lick or two at the fingers, so she is always keen to have a fresh one put on, in spite of the discomfort incident to pulling off the old.

I am worried about the baby tho, for she sucks her lip and I do not seem to be able to put adhesive on it—firmly. Let us hope the new

teeth will stop it.

Brother Brooks took a whack at my pet theory, namely, that fifteen minutes (no longer) vigorous gum chewing a day, frequent application of silver nitrate to the teeth, and ordinary use of the tooth brush will prevent decay. Perhaps I should have said, what should be ordinary use of the brush.

For aesthetic reasons I do not like gum chewing, but it is fine for massaging the gums and picking up the debris of the mouth as well as polishing the tooth surfaces. It does not force the gums away but rolls over them—while brash foods, like toast, popcorn (which, by the way, should receive full condemnation), and such foods, do cut and

force the gums from the teeth.

His one excuse for chewing gum does not hold, because saliva, to fulfill its proper function, must be mixed with the food in the mouth. It does stimulate the glands and would no doubt exercise glands that do not get exercise enough.

Another matter which I hope has been called to your attention, but which I will mention. On August 12, 1913, a man, who gave his name as J. Neilson and claimed to be classmate of local men, called on me to interest me in the cause of "The oral hygiene movement," its advertising and local dissemination. As a means to this end he sold me ten (he could not sell less) copies of "Popular essays on the care of the teeth and mouth," by V. C. Bell, for the sum of ten dollars. Part of the proceeds were to help the cause, but the expense of publishing was very great, etc. Later I found he had told various stories to Since then I have seen the same book advertised by the Bell Dentifrice Company at seventy-five cents each and a discount on two or more. This game ought to be blocked by publicity.

ROLLAND R. JONES. Minneapolis, Minn.

Joseph Jefferson once discharged his property man, Bagley. Bagley got drunk and that night paid his way to the gallery to see Jefferson present "Rip Van Winkle." The angry frau had just driven poor, destitute Rip from the cottage, when Rip turned and, with a world of pathos, asked: "Den haf I no interest in dis house?" The house was deathly still, the audience half in tears, when Bagley's cracked voice responded: "Only 80 per cent."



Reported by H. L. CRUTTENDEN, Northfield, Minn.

#### An Editor's Mistake.

Speaking of that editor that had his tooth replanted reminds me of another one I got mixed up with. When I first came to this town I had my office for a few months with a doctor who had his office on the ground floor. An editor of a local country newspaper lived over the office, and the only way he could get into his rooms was by going through our rooms.

One day the editor came in with a brown paper package, and informed me that they were going to have some meat for a change, said it was antelope meat that some of the local sports had obtained. He left the package on my desk, and went up to his rooms. Thinking the meat might spoil if it was not kept on ice, I took the package to a neighboring meat market and told the man to put this on ice, and give me the same quantity of beef steak done up in a package just like it. I took

the new package to the office, had just time to deposit it on my desk, when the hungry editor came down after his meat.

I waited for the next issue of his paper, to see the card of thanks that always goes to the public rather than the Lord, and as I expected, it was there. Here it is:

"The ——'s family has been regaled during the past week in a rich and rare treat. Mr. Smith and party returned from their hunting trip up north last week, and have exhibited specimens of their skill in the art of hunting. They brought back with them a fine antelope, and favored us with some of the steak.

"The editor's family joins in giving thanks for this rare treat, and assure the gentlemen that it will not soon be forgotten. The meat was pronounced by all as far better and different than anything we have ever eaten; it was far sweeter, ten-

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## EDITORIA



ORAL HYGIENE does not publish Society Announcements, Obituaries, Personals, nor Book Reviews. This policy is made necessary by the limited size and wide circulation of the magazine.

#### ABOUT RELIGIONS

In its broadest sense religion is a system of rules of conduct for mankind based on a belief in a hereafter and a recognition of a supreme or divine authority. More specifically it refers to particular beliefs or faiths, as exemplified by creeds, dogmas and rituals, as the Christian religion, the Jewish religion, the Mohammedan religion, the religion of Confucius, the religion of Buddha, and others.

A religion is a necessity for a people. Every primitive people, every tribe, known, had and has a religion. All religions have an influence over the people professing it and the influence of most religions is good. Tribal religions are egion and often their influence over the primitive people practicing them has been pernicious. But the influence of the ethnic, or racial religions, and of the catholic or universal

religions, is undoubtedly salutary.

Brahmanism, an ethnic religion embraced by over one hundred and fifty millions of mankind and over three thousand years old and the religion of Confucius, an ethnic religion practiced by over three hundred millions of mankind and about twenty-four hundred years old, probably have both failed to become catholic or universal, because they do not preach the unity or oneness of God. The moral and ethical teachings in both these religions is excellent and certainly unexcelled by those of any of the catholic religions.

Confucius said, "Grieve not that men know not you: grieve that you know not men." I commend this aphorism

to all of hasty judgment.

But while these two great ethnical religions have sufficed for the spiritual cravings of their followers for thousands of years, the only religions which have proselyted among races other than the one in which they originated, except in sporadic instances, have been Christianity, Judaism and Islamism. There is inherent in men of all races an instinctive desire to believe in a life hereafter and all of the great

religions the world has known promise their adherents participation in an eventual state of being free from the troubles and vexations of life on this mundane sphere. But in addition to that, man is instinctively dependent, spiritually. The Egyptian, the Greek, the Roman, and other ethnical religions gave him a multiplicity of gods from whom to choose his protector. Osiris and his familiars; Zeus and his intimates of Mount Olympus, and Jupiter, with his fellow-gods, dispensed favors and penalties to their mortal adherents. But as the child looks to the parent for protection and comfort, of does man tend to individualize his supreme power and, therefore, only religions preaching a unity of God, Christianity, Judaism and Mohammedanism, have been able to appeal to other races than that which originated them.

That religion became plural was inevitable, but a pity it was inevitable because all existing great religions were evolved in stages of the world's mental progress when correctness of thought and knowledge of the needs of all humanity were even more inchoate and imperfect than they are today. That religion will ever supplant the various religions of today would seem to be an utopian dream. Men's minds must still concern themselves with creeds and dogmas, with denominations and rituals. But the progress of the mass of mankind toward the oneness of God and a universal brotherhood is evident and real. Protestant, and Catholic, Jew and Mohammedan, in their higher circles of broad views and intellectual cultivation, subordinate minor tenets of their religious belief to the welfare of all mankind. And that is right.

Personally, I believe in the worth and value of all religions. I believe the true religion is the basis of all religions—the betterment, socially, physically and morally, of

mankind. That is all that is really worth while.

Islamism says, "There is but one God." Judaism says, "There is but one God." Christianity says, "There is but one God." So far, the three great religions believed in by the majority of civilized mankind are in accord. Now, should these three great catholic religions all add, "and all men are brothers" religion, instead of religions would be an accomplished fact, but instead of that, all three religions say, "There is but one God, and, if you subscribe to this dogma and adopt this ritual, we are all brothers." Are they all correct, or are they all mistaken? Who are you, or who am I, my brother, that we should judge?

This one thing I know, so far as my weak intellect and education will permit me to know anything of life: No Omnicotent, no God guided by mercy and justice, as God must be; no Divine Ruler who knows human weakness and human impulses, all of which God must know; could possibly, under

any circumstances, count the frailties and errors of poor ignorant, impulsive, man-brained creatures in the final summing up, Hottentot or Zula, Chinaman or Hindoo, Protestant or Jew, Catholic or Mohammedan, all will be judged by their mental and moral attitude toward themselves and their fellow men, with consideration for their evironment and opportunity. Anything else would make of God a creature of impulse, arrogance and pettishness, which he is not. Creeds and dogmas are man-made. Can you conceive a Supreme Being bound in his judgments by man-made rituals and tenets? An Omnipotent will judge mankind from his knowledge of motives, of education, of environment, and of casual influences on an imperfect and unstable personality, in a broad and perfect way that yours and my mentality can only suggest, and not grasp. Creeds and dogmas, beliefs and tenets, religions and heresies, all are but as sands on the sea-shore, shifting and changing with every tide, but the Oneness of God, and the eternal Brotherhood of Man, are immutable:

That, my brothers, is my belief.

The above remarks were inspired by a controversy having arisen regarding an expression—probably hastily and unthoughtedly used by a correspondent. The acrimonious nature of some of the letters received was as marked as was

the calm and argumentative tenor of others.

In my opinion, the cultivated intellect can no longer anathematize any religion nor belittle any of its adherents. I do not believe any Christian can authoritatively condemn any Jew for his religious belief, nor do I believe any Jew or Christian can contemn the religious belief of any Mohammedan or Buddhist, without stultifying himself. God is one by whatever name you call him. And all men are brothers, in the eye of God.

#### NATIONAL RELIEF FUND

Two years ago the National Dental Association appointed a committee consisting of Doctors E. S. Gaylord, New Haven, Conn.; L. G. Noel, Nashville, Tenn.; James McManus, Hartford, Conn.; and William T. Chambers, Denver, Colo.; to raise a fund of money, the interest on which to be used for the relief of those members of the National Dental Association who, by permanent disability, are unable to support themselves and those dependent upon them by the practice of their profession. The amount of money subscribed so far has not been great and the committee is now engaged in an active canvass to increase the funds.

After some trouble and correspondence the committee secured the sanction of the post-master general to their plan

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of selling holiday seals to be used on letters and packages. The seals sell for one dollar per hundred and are printed, perforated and gummed in sheets of fifty, after the fashion of postage stamps. They can be used on the REVERSE side of letters and packages but MUST NOT BE PLACED ON THE ADDRESS SIDE.

The dental dealers are responding nobly to the appeal of the committee, one house sending its check for ten thousand seals. The dealers will also have seals on sale at

their places of business.

Since the reorganization of the National Dental Association will probably bring into its ranks between fifteen and twenty thousand dentists in the next year or two, it is about an even proposition that you who read this will be a member. And if you are a member, would you not be glad to feel that if you become disabled, there will be a fund available to keep you and your family from destitution? And if there is no danger of you and your family becoming destitute, won't your holiday times be a little more satisfactory if you have contributed to this worthy cause? Buy a few dollars worth of stamps and see how good it will make you feel. It is a worthy charity.

Somewhere in this issue will be found a form which you can easily fill out and send to the chairman of the committee. Do it now and be liberal in your order. Or, you

can order of your local dealer, if you prefer.

Dr. E. S. Gaylord is at 63 Trumbull Street, New Haven,

The Christmas Seals cost one dollar per hundred.

#### Who Wrote "The Brave Man's Prayer"?

Dr. W. G. Dalrymple, Ogden, Utah, says the verse entitled "The Brave Man's Prayer," published in the October number, was originally called "A Good Indian's Prayer," and was published some years ago with the name of William Frothingham, advertising manager of "Life," signed as the author. Many thanks, W. G.

#### INSURANCE COMPANY ACTIVITY

All the larger insurance companies are taking an active interest in the physical condition of their insured and some of these companies are spreading the doctrine of prevention in a most capable manner. While this is simply a business proposition with the companies, an economic phase of their business which they hope will redound to their commercial credit, yet the fact that these great corporations, with

their millions of the people's money entrusted to them, are acting aggressively on preventive lines is a gratifying one. It shows the men in charge of the companies are broad-minded and with an instinct for the general welfare that would have been difficult to find in men similarly situated

two decades ago.

Some one connected with the Metropolitan Life Insurance Company sent me a large budget of pamphlets that have been issued by the company for the benefits of its insured. Among many others are pamphlets on "A War on Conumption," "Direction for Living and Sleeping in the Open Air," "The Health of the Worker," "The Child," and "Teeth, Tonsils and Adenoids." All of the literature is well and truthfully written and is printed in attractive form.

The companies have not yet realized that most infectious and most degenerative diseases have a direct relation to the mouth but with their recent activities in preventive lines it is only a question of time when their medical staffs will

realize and acknowledge this point also.

#### **ANALGESIA**

Ever so often some one reads a paper or makes a talk betore some dental society and trys to take a fall out of analgesia. The writer or speaker calls attention to the dangers of all anesthetics, cites one or two cases that have come to his knowledge, through voluntary publicity on the part of the anesthetists involved, where untoward effects of greater or less importance have developed, and gravely decides that there shall be no analgesia in his'n. I have yet to read such a paper or such a discussion, however, in which the antagonist to analgesia does not admit that he has never tried it—either on himself or on a patient. Many of them formerly gave nitrous oxid for anesthetic purposes and it was their disagreeable experiences at that time which led them to antagonize the modern method known as analgesia.

Of course the use of nitrous oxid, or nitrous oxid and oxygen, for analgesic purposes will meet with varying degrees of success in the hands of different men. The same is true of anything offered the dental profession. One man will get excellent results from an alloy, a cement, a form of gold, or a certain instrument, while his neighbor finds the same article an utter failure in his hands. Usually, the failure is due to faulty technic on the part of the user. And so it is and will be with analgesia. There is more than a little to learn in handling your patients properly to secure the best results in analgesia, and with the best of instruction and advice from those skilled in the work, some men

will use it more successfully than others from temperamental reasons. The ability to inspire confidence in your patients and to induce them to yield themselves to your suggestions, is born in some men to a greater degree than it is in others, and suggestion, or moral suasion, is a highly important factor in the success of the analgetist. But it seems to me that any man or woman, with personal magnetism enough to secure a dental practice, can control the majority of patients sufficiently that analgesia may be used in connection with dental operations for them. Only the first exhibition of the analgesic agent is doubtful. Anyone who has experienced the relief of painless excavation of sensitive dentine under analgesia will need no suggestion concerning its use at another sitting. They will suggest it themselves. In fact I know of no way better calculated to convince an antianalgetist of the merits of the process, than to partially exavate some hypersensitive dentine without analgesia and complete the operation with analgesia. Personally, I would not go to a dentist who did not practice the method and I have never talked with anyone who had had the method used upon them, who did not make the same assertion.

In this connection, I recently received a letter from Dr. J. Elwood Dunn in which he advocates the use of the coined vord "analthesia" to describe the condition just beyond analgesia and bordering on anesthesia. Dr. Dunn suggests "analthesia" to describe the condition, "analthesic" as descriptive of the agent used and "analthesized" as defining the

partially unconcious condition produced.

#### FOOL THINGS IN THE PAPERS

If all the ignorant and foolish things concerning dental and medical subjects printed in the newspapers in a year were clipped and placed end to end, they would reach from Sag Harbor, Maine, to Waco, Texas, as Franklin Adams would put it in his "Fascinating Facts" column of Everbody's Almanac.

A Boston reporter wrote this: "Shall official tests be made of the ability of any girl or woman to manicure the hands? It is said that dentists ought to pass an examination before a dental board and that the care of the hands is just as important as that of the teeth and should be in charge of experts even as teeth doctoring is," and there is some more drivel along the same line.

How's this: "An innovation in medico dental surgery was the operation performed," etc. "Dr.—— removed the girl's lower teeth, the roots of which had grown into her chin and were choking her to death; cut the roots and replaced the teeth without any disfigurement." "At the hostital, Dr.—— found that the roots of her lower teeth had

grown down through her lower jaw toward her throat and bade fair, in a short time, to cause the girls death by blocking her throat."

And still we wonder at the prevalence of crime! Ich ge bibble!

#### HIRED GIRLS AND LOW BROWS

A correspondent in Philadelphia takes me to task in no measured terms for saying the Kalem "Toothache" film would be popular "with hired girls and other low brows."

Our Sir Galahad says that I am insulting "the best patrons of dentistry" and that "in their anxiety to get the best they proportionally pay the highest" and further that "as a class they have the cleanest mouths."

I guess I will holler for help. I must have been thinking of some of those hired girls we had some years ago, although it seems to me I have personally encountered a few "boneheads," to swipe a current base-ball expression, among the

recent ones, but perhaps not.

One thing is sure. Any girl who will consent to do general house work, or to be a cook, or a maid, for from five to seven dollars a week, with a good room and good board, easily worth six to ten dollars more, Thursday afternoon and Sunday afternoon and night off, and access to the Victrola and ice-chest when her company comes, seems to display more business acumen than the girl who works in a store or an office from eight to six, six days in the week for from six to twelve dollars per. I guess my friend in Philadelphia is correct. Hired girls know a good thing when they see it. Long may they wave. I am paying one six a week now and giving her a happy home, including a Pomeranian dog and a cat that is just cat. I hope she is inteligent enough to stick around. The next one might cost me seven. But I have not examined her mouth yet.

#### INDUSTRIAL CLINICS

Dr. A. M. Nodine, I W. 34th St., New York City, is very desirous of getting all the information possible concerning dental clinics in any and all industrial lines. Dr. Nodine has contracted to furnish a number of articles on mouth hygiene to one of the leading magazines and wishes data on industrial clinics for one of his articles. You will confer a favor on him and aid in a good work by giving him any information you may have, even if it be only to tell him to whom to write for further information. Several of the large department stores in eastern cities have established clinics for their employees and at least one Pittsburgh manufacturing establishment has done likewise. Help Dr. Nodine if you can.

#### LISTERINE

Listerine is a fragrant non-toxic antiseptic, composed of volatile and non-volatile constituents, agreeable to the taste, refreshing in its application and lasting in its antiseptic effects.

Listerine is a saturated solution of the mild mineral antiseptic, boric acid, plus ozoniferous oils and essences. The acid reaction of Listerine has no effect whatever upon the tooth structure, whilst its alterative properties not only add to the protective quality of the saliva, but are antagonistic to the bacteria of the mouth.

Listerine is truly prophylactic, in that it exercises an inhibitory action upon the acid-forming bacteria of the mouth, and assists in maintaining through natural means, the alkaline condition so necessary for the welfare of the teeth.

### LAMBERT PHARMACAL COMPANY Locust & Twenty-first Sts., St. Louis, Mo.

Locust & Twenty-first Sts., St. Louis, Mo.

Send for a specimen copy of "The Dentist's Patient," an interesting treatise on mouth hygiene, furnished free of expense to dental practitioners for distribution to patients.

## Stop Crying!

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#### "GET THE MONEY"

In the August issue this magazine published an article by Dr. F. Irwin Shaffer. An editorial note preceding the paper read, "I am printing this paper because I want to see whether it voices the sentiments of any considerable portion of the profession." etc. In his paper Dr. Shaffer said: "They say that the three last words in the Tewish Bible are, 'get the money.' With proper professional restrictions, we might adopt those words as the motto of the business side of dent-

In our October issue two letters in reply to Dr. Shaffer's article were printed, and in one of them, written by Dr. W. L. Hyde, Canton, Illinois, the following paragraph appeared: "It may be that the last three words in the Jewish Bible are 'Get the money,' but thank goodness we are not all Jews and there are some things in this old world besides."

sides money." Neither the magazine ORAL HYGIENE or its editor is responsible for the views, theories, prejudices, opinions, or expressed thoughts of letter writers in its columns. Necessarily, articles are often printed which do not reflect the opinion and judgment of the editor. Opinions expressed in the editorial columns are the opinions of the editor and he alone is responsible for them, but the reading columns outside of the editorial pages are meant to be an open forum

for all. It is therefore a duty and a pleasure to print the following parts of letters bearing on the quoted paragraph in Dr. Hyde's letter:

Oakland, California. Editor of Oral Hygiene:

For the benefit of W. L. Hyde, I would say the socalled "business side of dentistry" is an angle of professional conduct recently brought into prominence and taught by men of his own religious faith and not by members of the Jewish race.

From time immemorial the Tew in medicine has stood preëminent. The ranks of Israel have furnished, not to go back to the great physicians of the middle ages, the following men of eminence, among others: Ludwig Trauve. Berlin, 1818-1876, the father of experimental pathology; Henle, Gottingen, 1809-1885, one of the leading anatomists of his time; Valentine, Berne, 1810-1883, one of the great physiologists of his age; Gluge, Brussels, 1812-1898, one of the pioneers in microscopy; Remak, Berlin, 1815-1865, admitted to the Berlin faculty in 1847 and well known for his discoveries in neurology. embryology and electrotherapy; Schenk, Vien-1840-1892; Cohnheim, na. Leipsic, 1839-1884, discoverer of the emigration of white corpuscles during inflammation and demonstrator of "Cohnheim's areas;" Stricker. Vienna, 1834-1898, the found-

#### An Expression of Confidence From a Well Known Dentist

Some of Boston's most prominent names are numbered among his patients. He writes as follows:

"The last lot of powder you sent me was given out as I told you, to those who had never used it. In my long practice I have never had but two transient patients come to me, so I look upon myself as a family dentist, and I think I have the confidence of those who come to me. I have tried very hard to keep that confidence, and when I am asked what tooth powder I can recommend, I tell them there is nothing better than Dr. Lyon's. My patients have said over and over again' We are so pleased to have a powder that we can depend upon.' So I feel that I have been doing something for those who have given me their support and confidence all these years.''

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#### Send for the Complimentary One Pound Can

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I. W. LYON & SONS 520 W. 27th Street NEW YORK CITY er of microtomy; Mauthner, Vienna, 1840-1894, to whose memory a monument was erected in the arcades of Vienna University, the only monument erected to a Iew. in Austria; Hays, Philadelphia, 1796-1879, the opthalmologist; and Hollander. Breslau, 1833-1807, one of the German pioneers in scien-

tific dentistry.

More recently in Austria, the alienist, Arnold Pick; the pathologist, Philip Joseph Pick: the aural surgeon, Politzer; the pathologist, Weichselbaum; the clinician, von Winternitz; in England, the opthalmologist, Liebreich, and the laryngologist, Sir Felix Semon; in France, the surgeon, Marc See and the bacteriologist, Marmorek; in Germany, Professor Unna, of Hamburg, the dermatologist; Kutner and James Israel, the surgeons; Frankel, the gynacologist; Boas, Ebstein, Lazarus. Posner and Lichtheim, clinicians; Furst, the pediatrist: Lissauer, the anthropologist: Katz and Lone, the otologists; and the great Paul Ehrlich, who gave us "606;" oculist Hungary, the Feuer and the clinician Koranyi, both of Budapest; in Italy, the clinician Luzzato, of Padua; the great alienist, Lombroso, and the pathologist, Pio Foa, both of Turin; Switzerland, Roth, pathologist, of Basle; and in Turkey, Elias Cohen, Pasha of Constantinople. In our own country the Jew has contributed generously to medicine. Without favor may be

mentioned the names of Flexner, Eschner, Solis Cohen, Gottheil, Loeb, Abrams, Berman. Lilienthal, da Silva. Gruening, and Rosenau. But why continue?

Through his faith, his perseverance, his intelligence and his adherence to the teachings of his fathers, the Jew has persistently fought the prejudices of intolerant people in all ages and by virtue of real worth he has succeeded.

The ability of the Jew to succeed then, needs no de-

fence.

HERBERT JOSHUA SAMUELS.

CHICAGO, ILL. Editor of ORAL HYGIENE:

"Get the money!" food poisoners, patent dope medicine fakirs, the corrupt ors of our government for profit, are all out to "get the money," but there are very few Jews among them. Those shining lights, Cannon, Bailey, Foraker, Penrose and others like them, are just as good Christians as the writer of that article himself.

M. D. K. BREMNER.

CLEVELAND, OHIO. Editor of ORAL HYGIENE:

I must protest against a communication in your columns which reflects upon the supposed learned profession of dentistry, written by one in its ranks and printed in your October issue. \* \* \*

I desire to inform the writer that no such phrase exists in the Jewish Bible.

ALBERT W. PROPPER.

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CANTON, ILL. Editor of ORAL HYGIENE:

In regard to the quotation used in the closing paragraph of my letter in the October Oral Hygiene, I will say that those who have written in regard to it have missed the spirit of the letter entirely. Although the use of the expression was ungraceful and unwise, it was without intention to offend.

The saying is a very old one and undoubtedly Dr. Shaffer had in mind a prominent trait and did not intend that the words be taken as a statement of fact.

took the very words from his article as I did sevral other phrases. When I expressed thankfulness that all were not Jews I was as clearly within my rights as he who boasts of his descent from the tribe of Moses, or he who is proud that his ancestors were kings, or he who is thankful that others do not belong to his religion. Our personal preferences are not necessarily of offence to others. However, I should have been more cautious in stating my preferences.

I trust that explaining that my intentions were not evil and that nothing could be further from my thoughts than to discriminate against any one on account of his religion, will be satisfactory to those who have been disturbed.

W. L. HYDE.

# UNCLE HENRY'S TRUE STORIES

(Continued from page 983.) derer and juicier than any beefsteak or venison we have ever eaten."

Well as soon as the paper came out, I went to the market and got the original package, cut out the press notice, marked his name on it, and the following: "Ante-Through lope meat. take the other was beefsteak." I left it on his desk I moved into my new office that same day, so I was not there to embarrass him. He said when some one asked him about it, "I guess I am not such a darn fool that I do not know what kind of meat I was eating."

A Nervy Dentist.

One cannot be a successful dentist unless he has a good amount of nerve, but there are those in our profession that have too much nerve, if that is the right name for it. I will tell you the story and let you judge for yourself.

I had a young lady patient who took a trip abroad. She was joined by a friend in New York. The friend was in need of having some dental work done. So she went to a dentist in that city and had gold fillings put in amounting to over one hundred dollars.

They sailed from New York, but before they reached London a number of the fillings came out. She

(Innerental)

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continued to scatter the gold about until she got to Paris, then she had all the work re-

placed.

Upon her return to New York, she called upon the dentist to let him know the work was not satisfactory. She was greeted with a smile, and a "glad-youcame" air. After answering his inquiries as to the pleasure of her trip, she informed him of the short time the fillings stayed with her. He said, "That is in-deed too bad. You know the motion of the vesesl in taking a sea voyage is the hardest thing we have to contend with. It will loosen gold fillings quicker than anything I know of. should have cautioned you about it, but I forgot it."

She said there was such a serene smile on his face as he told this, that she did not have the heart to say anything more, but thanking him for his sympathy she de-

parted.

## Another Dentist With Nerve.

Speaking of dentists with nerve, I am sorry to say I know a number that would come under that class. I will

tell of one more.

This dentist made a set of teeth for a lady. In the process of manufacturing them he failed to get enough rubber in the lower plate, and when it came out of the vulcanizer there were a number of holes in it. To make it over was the intention of

his assistant, but the dentist said no, he would fix it all right. So he filled up the holes with amalgam.

When he fitted in the plate he told the lady he had departed from his original plan. Seeing she had such a poor lower jaw, he was fearful she could not wear it, so he had taken the liberty to weight the plate with silver to make it heavier so it would stay in its place better. He was sorry he did not tell her of this when he took the impression, for she might think he was not honest.

She assured him that was the farthest from her thoughts, that he knew best what to do, and she was willing to pay anything extra to make them right. He told her his price to other people for doing this was \$15.00, but seeing that he had not included it in the price agreed upon, he would only charge her \$10.00 extra.

She paid it without a murmer, thinking she had struck a bargain counter reduction sale, and that he was an extraordinary example of hon-

or.

#### Please Don't Swear.

Boys, you have noticed that motto on my wall by my operating chair which reads, "Please Don't Swear." Well that has hung there for thirty-five years. I could not think of getting along without it, for I tell you it is a good thing to have handy. You do not

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—C. N. Johnson, Dental Review, October.

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know when you will need it in your business; words will slip out sometimes so easily.

That reminds me of the time my oldest son was a little kid, his grandmother was giving him a bath in the bath tub, when she accidentally got some soap in his eye. He ripped out, "You darn fool!" You can imagine how surprised she was, for he was a boy that never used any bad words, and it came like lightening from a clear sky. She was shocked and grieved, and expressed her feelings to the lad, saying: "My little children never said a thing like that to me when they were small, and I never would think of saving so bad a thing to my mother or grandmother. don't know what to think, I feel so badly." But he helped her out with her feelings by saying, "Oh well! Grandma, times have changed since you were young."

She told me about it, and thinking it should not go unnoticed, I took the young man in hand, and asked him what he meant by using such words to his good old grandmother. He looked very penitent and said: "Why you see, Pa, she got the soap in my eye so I could not see what I was saying." So, boys, I think it a good thing to have the sign hung up there so one can see what they are saying, when they are having their teeth

fixed.

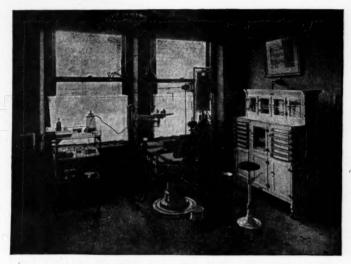
The Dirty Man's Club.

In these days of advanced thought, one of the main objects in life is to keep clean. We have sterilizers by the score, antiseptics and hygienic prepartions, and treatments on every hand; our tables are piled with literature upon these subjects. oral hygiene being not the least, to engage our attention. No wonder we shudder and quake when we think of what we went through when we were boys. It was a saying and a general understanding that everyone "should eat a peck of dirt before he died," now I am happy to state we have a good prospect for a long life, for we are growing short on dirt.

This reminds me of a club of young fellows, that used to hold meetings in a room near my office. They were a happy lot of chaps and they formed a club which they called "The Dirty Man's Club." I do not know what they did or said at their meetings, for I never attended, but I noticed there was a good deal of laughter and noise coming from their room when they were in ses-

sion.

I was quite a joiner myself, and if there was any fun about, I wanted to take a hand in it, so I decided to send in my application for membership. I understood they were very exclusive and particular about accepting new members, so I took an old handkerchief that had



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If you engaged a \$5.00 a day room at a modern hotel in a large city, and the bell-boy took you to an 8x10 apartment containing furniture of the vintage of 1840, rag carpeted floor, cracked water pitcher and a tallow candle for a light, you'd think there was something radically wrong, wouldn't you?

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been left by some patient and had kicked about the office for a long time, and wrote my application upon it. Then I blew my nose on it, used it to wipe out the cuspidor, rubbed up my shoes with it and in other ways made it as unattractive as I could, and then sent it to the society, fully expecting to be taken into full membership.

Well boys, what do you think? I got black-balled! They turned me down, and said that "A fellow who was high-toned and stuck up enough to use a handkerchief instead of his coat sleeve was not eligible to membership in their so-

ciety."

A Dirty Trick.

You ask me if I ever did anything that would justify those fellows in taking me into membership in the "Dirty Man's Club?"

Well I will confess that I did a dirty trick once. It was long ago, when I was a student in a dental office.

Under the office was a grocery store, and in that store worked a young man, that had a very bad habit of begging for a treat. If you were eating anything he would ask for some, and if he had a chance, would slip up and help himself if you had anything in your pockets that was inviting.

Well I thought I would give him a benefit. I got a lot of salted peanuts and other nuts, placed them in my outside coat pocket. With some of the nuts in my hand I walked by him a number of times, eating them, and seeming to take them from my pocket. was not slow in catching on. for he slid up beside me and helped himself to a handful. He put a good supply in his mouth and began to chew them, when he gave a groan, for he had bit on something hard. Taking it out of his mouth, he was surprised to find some ugly old incisor teeth that had got mixed up with the nuts.

I had things to myself for a long time after that, and do you believe it, he would not speak to me for a long

time.

Another Mean Trick.

Come to think of it, I believe I was mixed up with another trick that was not very nice; although I did very little to carry it out.

A friend of mine came to my office one day, and asked for the loan of a set of teeth. Said any old thing would do, the worse they looked the better. He having his own natural teeth, I was surprised, so I asked him to put me on to the game.

He said there was a young dude down at the hotel that sat at the table with a bunch of fellows. They all thought he was no good and would like to get him away. He had a weak stomach, and they had hard hearts.

My friend took the teeth,



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the dinner hour came, the gang were all about the board, everything went along in the same old way, when my friend gave a grunt and quickly put his napkin to his mouth. He deliberately withdrew it and revealed a set of teeth that apparently came from his mouth. He laid them on the table cloth beside his plate, saying, "I can eat better without those blasted things than I can with them."

A dark streak made for the door. It got there at the same time his stomach and dinner did. Tears came to the eyes of some of the boarders and after that there

was a vacant chair.

Not Transpiring.

When I was a dental student my preceptor had his office for a time in a country hotel. The office of the hotel was the general loafing place in the town, and there about the fire would congregate the village loafer and the wise men, and talk over the things of local and national importance. Some of the most remarkable men in the country would assemble there, and their expectorations would meet in a common receptacle consisting of a wooden box filled with sawdust.

One day in winter the temperature outside was at thirty degrees below zero. Inside there was the usual number of inhabitants discussing the weather and telling of the cold days for the

past forty years, when in green looking walked a country fellow who stepped up to the large stove to warm himself and remarked that "it was a cold day and a person would not transpire much today." The wise men spoke up and said, "You mean perspire, not transpire, young man." The youth replied, "I guess I know what I mean, I said transpire and I mean it." Then there was a general discussion among the wise men, and they were all of the opinion that they were right and the young man was wrong. But the vouth would not be put down, and said he would bet the treats for the crowd that he was right. They took him up too quick and added some other bets on the side; the authority was to be Webster's Dictionary. One was procured. Turning to the word transpire, it gave, "To pass off in form of vapor or perspiration, to perspire."

The treats were on the wise men; the youth got what was coming to him, and with a smile on his face he passed out in the cold to see if he could get another bunch of suckers to bite.

#### Conditional Surrender.

Friendly Constable — Come, come, sir, pull yourself together; there's your wife calling you. Festive Gent—Wha' she call—

hic—calling me, Billy or William?

Constable—William, sir.
Festive Gent—Then I'm not goin'—ric—'ems.—London Opinion.

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#### IN NEW YORK STATE

The following is clipped from the bulletin of the New York State Board of Health and marks another step in the advance of the oral hygiene movement in the Empire State.

Dr. W. A. White, who has for the past year or two, lectured on oral hygiene in public schools throughout the State, has been officially appointed as Consultant and Lecturer on Oral Hygiene of the New York State Department of Health, and will devote all of his time to the advancement of this important branch of public health work. Health Officers are invited to make use of the services of Dr. White for talks in schools or at public meetings, or in the establishment of school dental clinics. The Department will be glad to receive applications for the assignment of Dr. White for such service.

#### Evils of Heroin.

Another habit-forming drug is now attracting the attention of the medical profession, who recognize in it a menace quite as dangerous as that of morphine or cocaine. This is heroin, which is derived from morphine. It is often prescribed for coughs, the result of irritating conditions in

the air passages, and ill informed physicians appear to look upon it as a harmless remedy. In a recent issue of the Journal of the American Medical Association attention is called to the fact that heroin, as is the case with cocaine, is being used extensively by means of "snuffing," and is bought without question or difficulty at many drug stores.

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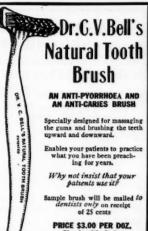
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"Yes, Sam, go ahead. "Write Thompson street, New

York." "All right."

"Has yer got hit writ?"
"Yes."

"All ob hit?" "Certainly."

what has yer got writ? Read it to me, boss."

Thompson street, New York. "Dats right. Now write May de fourteenf."
"Yes."

"Has yer got hit down boss, already?"

"Yes."

"G'way, boss, you're jokin'!

Read it to me." "May 14th.

"Mah goodness, you has got hit down all right! Now, boss, read hit all over from de berry beginning.

Thompson street, New York, May 14th."

Whew! "Dat's right. Say boss, let's res' awhile; Ise toired. My head aches like hit was gwinter ter split."-Atlanta Constitution.

Mr. Hiram Jones had just returned from a personally con-"I supducted tour of Europe. pose," commented a friend, "that when you were in England you did as the English do and dropped your H's."

"No," moodily responded the returned traveler, "I didn't. did as the Americans do. dropped my V's and X's."

Then he slowly meandered down to the bank to see if he couldn't get the mortgage extended.-Lippincott's.

#### **Every Cloud a Silver Lining Every Plate a Roscinian Lining**

The Roscinian Linings are Metallic Linings of 24K gold or aluminum to be used on all new rubber dentures, counteracting the deleterious effects of the vegetable product, caoutchouc, on the palatal tissues contacting with a denture in the oral cavity: especially valuable in preventing heated, spongy gums: producing and sustaining a strictly oral hygien. The mechanical effect is really beautiful and your professional suggestion is gladly paid for.

The Roscinian Gold Lining XX (Our Standard) \$5.00 Sufficient for One Upper Denture 3.50 Sufficient for Four .. Felt Aluminum Lining Upper Dentures

Buy from your dealer or remit direct. Samples, literature and directions awaiting your request. Directions simple.

#### Instruct Your Laboratory

If necessary send your lining cases to our laboratory for the Roscinian Linings to be put on, where your denture will be made and finished, representative of the highest art in this branch of prosthetic dentistry.

Every month of this year, the three best articles of less than 300 words received during the month descriptive of the use and advantages of our linings will be awarded—lst, one package XX Gold Lining; 2nd, one package X Gold Lining; 3rd, one package X Gold Lining; ard, one package A gold Lining; ard, one package A luning understonder the stretches. on application.

#### THE ROSCINIAN COMPANY

7703 Woodland Avenue, S. E. Cleveland, Ohio, U.S.A. Metallurgists and Manufacturers of Metallic Linings Manufacturers to the Nobility of the Profession

"Scientific" That's many discriminating dentists apply to Co-Arda Improved when asked for an opinion. Its great value as a combination abscess remedy and a permanent root filling has given Co-Arda Improved an enviable record. Such words as Scientific, Safe, Ethical, Nothing Better, Good Reputation, our terms gained only after years of continuous success. They mean something.

I Sign your name on a postal card and mail. We will send you a neat sample of Improved Co-Arda consisting of Liquid, Powder and Points.

The Co-Arda Company SCRANTON, PA.

#### Gilmore Adjustable Attachment

For Removable Bridge Work and Anchors for Partial Dentures









Magnified

Patented 4-2-12



No. 2

Lower Extension Artificial substitutes retained by this method equal fixed bridge work in service No. 1 and No. 2, Kerr Special Metal for Rubber Work Only, each, 50c. No. 3 and No. 4. Kerr Special Gold,

Rubber or Soldering, each, \$1.00.

Detroit Dental Mfg. Company DETROIT, MICH., U. S. A.

Always say "ORAL HYGIENE" when you write advertisers,

## Cutter's Flat Dental Floss

I am the original maker of Dental Floss. After 30 years, I realized that thread to pass through the teeth must be not only the strongest but the THINNEST possible. Enough said! I have made it EXACTLY SO and now I cannot make it fast enough! Some of the boys about my shop have set themselves up for Inventors. You would laugh to see what a mess they have made of their inventions. They are like the Chinaman who, wishing to imitate our tailers, put a patch on the elbow because the coat he was imitating had one.

a patch on the elbow because the coat he was imitating had one.

My FLAT floss is made in 7 widths. The "Cutter" "cut-off" is faultless. My "Dome" is perfect and one or more of them should be on every dentist's table.

JOHN D. CUTTER.



#### ONE OUNCE IN GLASS DOME

\*PRICE \$1.50

WIDTHS F S T R X P W

Overheard at the National Dentist Convention. First Dentist—"Why should they make Floss FLAT?"

Second Dentist—"To give a greater surface for cleaning and polishing the teeth; you wouldn't think of wiping dishes with a piece of twine, would you?"

JOHN D. CUTTER & CO.,

1208 Pacific Street.

The Cutter Cut-off is a steel disc with a keen edge.

Brooklyn, N. Y.

Always say "ORAL HYGIENE" when you write advertisers.

# RUNNING WITHOUT PLUMBING WATER



#### Mr. Dentist

CLEANLINESS is one of your most valuable assets. Your patients appreciate, many of them demand, aseptic conditions. A few drops of any disinfectant dropped in the water tank of the

ROWE SANITARY LAVATORY

gives you an all-day supply of fresh disinfected water in which to wash.

NO PIPING-SET IT UP YOURSELF

This lavatory can be installed, anywhere, ten minutes after you receive it.

Unequaled for an office that has no plumbing or lavatory facilities. It gives it an air of neatness, cleanliness and up-to-dateness. The mirror is just the thing for patients preparing their departure. Something you have wanted

and will appreciate.

Finished in white enamel or oak, highly polished. Ask your Supply House, or write your name and address on margin of this page, mail for price and full particulars.

ROWE SANITARY LAVATORY CO.
Desk F
DETROIT, MICH.

## Hood's Gold Solders

are all marked, showing the fineness of pure gold which they contain.

This means that a standard of fineness is always maintained and the Profession are not gulled by giving them a lower karat gold than they think they are purchasing.

HOOD'S SOLDERS are made right and sold at a price, considering what they contain, as low as it is possible to sell them and obtain a fair margin of profit. You should know what you are using. Therefore, use HOOD'S.

> GOLD MANUFACTURERS SINCE 1865 Use HOOD'S—it's Right

John Hood Co., 178 Tremont St., Boston, Mass.

# We have no selfish motive in asking you to read this advertisement.

If it is not for your good, it will not do us any good. Don't let your peace of mind bedisturbed with the thought that we want to sell you something. **BUT**—

We would like to have you read up on the Sharp Specialties. We make quite a variety of things that are noted for their practical value. Not the least of which is the

## Sharp Seamless Crown Outfit



that will enable you to produce quickly:

Crowns that fit. (Not the sewer trap kind.)
Crowns that articulate.—Mal occlusion is "bad business."

Crowns that have contact with approximate teeth. (And here's a mighty argument.)

Crowns with a natural contour—Not a bulge made with pliers, or the Tin Can style.

Don't forget, please, there is no argument against a Seamless Gold Crown simply because it is seamless—and there is no argument in favor of it either, unless it has the features above mentioned.

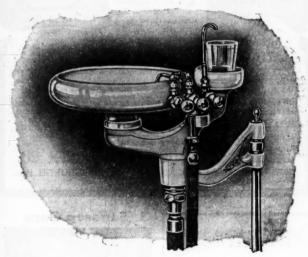
Send to us for Catalog. It's free.

#### THE W. M. SHARP COMPANY

165 Park Avenue

Binghamton, N. Y.

# The New 1914 Clark Single for \$40.00



We are introducing this NEW DEPART-URE in spittoons, as illustrated above, for

\$40.00

All orders placed before Jan. 1st, 1914, for this complete NEW SPITTOON, will be filled at that price, and

Furthermore, the price always will be \$40.00

As to Quality-It's a Clark

For sale by Dental Dealers

Mnfd. A. C. CLARK & CO.

GRAND CROSSING

CHICAGO

## DON'T OVERLOOK



#### THESE FEATURES

THE Jacob Petry
Suction retainer
is made in four
sizes and three styles,
with either oval, flat
or split cups.



The cement used to fasten retainer to flange in plate is positively guaranteed to hold retainer firm and tight.

M The flat back-piece of retainer is stiffened by a metal screen, rubber covered, which permits bending into suitable shape, also serves to reinforce the back piece so that it will not pull away from plate.

Send us a good model, all ready for flasking and we will attach a suitable Jacob Petry Suction Retainer to the plate, sending you the completed job. Price \$2.50 first order, \$4.00 subsequent orders.

Cash should accompany orders

Retainers, rubber only, retail, 50c

#### JACOB PETRY SUCTION RETAINER CO.

2022 Lowrie Street, N. S.

PITTSBURGH, PA

#### "HY-NAP" MOUTH

Formulae of Dr. Griswold

#### Tooth Paste: Tooth Powder

A scientific treatment for Pyorrhea, Alveolaris and all diseases of the oral cavity.

The ORIGINAL Hydronapthol Solution

#### Prompt and Effective

"Your duty is, to investigate"

Literature on Request

"Hy-Nap" Chemical Co.

#### Sanasep Cups



#### -AS GOOD OR BETTER

than any paper cup made, and sells for \$5.00 per thousand. Fits all standard Brackets. Until your jobber has stocked our goods we will accept your order direct and allow transportation charges. Send postal for samples and literature.

SANITARY PAPER CUP CO. 97 Oliver Street, BOSTON, MASS.

#### ORAL HYGIENE BULLETIN

Under this heading may be inserted advertisements for Help and Positions Wanted. Practices for Sale, etc. The price per insertion is five cents per word.

#### HELP WANTED

WANTED—Experienced dentist registered in Pennsylvania. Permanent position. Urling Bros., 5th Ave. & Market St., Pittsburgh, Pa.

WANTED—Two operators registered in Texas. Write or wire Union Pain-less Dentists, San Antonio, Texas.

WANTED—At once a competent young man, graduate of a reputable dental college, with New York State license, to take charge of an established practice. Address "O. H." care Lee S. Smith & Son Co., Pittsburgh, Pa.

WANTED—Dentist to take charge of dental practice in Western North Da-kota, on salary or commission. A medsized town with German speaking le. Catholic preferred. "A," care Oral Hygiene, Pittsburgh, Pa.

#### PRACTICES FOR SALE

FOR SALE—In central Indiana town, new electrically equipped dental office, laboratory and reception room, a splendid location, low rent and in a clean, healthy town of 2,500 population; three

nearby towns of 2,000 no dentist; good water; everything up to date; a bargain; leaving country. R. H. Copp, Cambridge City, Ind.

FOR SALE—The best practice in the Thumb of Michigan, Modern office, electric lights, electric engine, fountain cuspidor. Nearest town having a dentist is 12 miles. A bargain. Particulars, address Oral Hygiene, Pittaburgh, Pa.

FOR SALE—Established practice, outfit; Indiana City, 80,000 (rapidly increasing) population. Address "Opportunity," care Lee Smith & Son, Pittsportunity," burgh, Pa. DENTAL

DENTAL OFFICE. Established 14 years., Ohio. Will sell whole or part. Fully equipped. This is a rare bargain. Address Dr. A. C. Brown, 110 N. Market St., Canton, Ohio.

#### MISCELLANEOUS

FOR SALE—One New Model Wilkinson Chair. One No. 75 R. & R. Cabinet. Complete line of Operative and Laboratory Instruments. Reason for selling, Death. Address Mrs. Laura Manning, Moundsville, W. Va.

# JIFFY

Fills the root canal absolutely full without the suspicion of an aircushion. Can't be done with a spatula-YOU know that. Forty little gelatine JIFFY TUBES in a box for

> FIFTY CENTS LEE S. SMITH & SON CO. Pittsburgh, Penna.

DON'T WASTE GOLD!

Whether you do your own laboratory work or not, you know you lose a great deal of gold every week in grindings and polishings.

The Gold Saving and Stone Moistening Device illustrated herewith will SAVE YOU AT THE VERY LEAST 150 PER

Not only does it save your precious metal but it prevents your stone from gumming-the stone always remains sharp. These Gold Savers and Stone Moisteners are of first class workmanship, finished in White or Maroon hard-baked enamel, with all trimmings nickel plated.

Price, either color, \$4.00 F.O.B. destination U.S.A.

North Star Spinning & Mfg. Co. 510 Third Ave. So. MINNEAPOLIS, MINN.
Write For Full Descriptive Matter

We also make The Ideal Electric Dental Water and Wax Warmers, \$4.00 Lathe Waste Receiver without Stone Moistening device 2.00





#### AROUND THE WORLD with the

#### SMYTHFIELD EXPORT CO

The soldier of war has given way to the soldier of peace. The great battles of the future will be the battles for commerce.

I The Smythfield Export Company left New York City on the 1st day of November to conquer the world. We are with them, and wherever you meet them you will find us. They carry good news and good fortune to you. Be on the lookout for the Smythfield Export Company

#### SIMS HYDRAULIC ENGINE COMPANY

LANCASTER, PA.,

Free If It Fails! Sit down at your desk and write us a letter asking for a full size package of

# **PENTHO**

THE Obtundent

on thirty days' trial.

When the package arrives, do not put it in one of the pigeon holes of your desk and then forget all Instead, use it on your very first hypersensitive dentine case, being sure, however, to familiarize yourself with the directions, first.

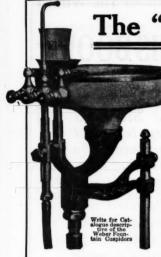
If PENTHOL doesn't give both you and your patient satisfaction, return the balance of package and we'll refund the purchase price.

No element of chance there, is there?

PENTHOL contains neither arsenic nor cocaine, nor any of their derivatives. It is non-toxic, nonsecret, and perfectly safe.

Price per package \$1.50.

Prepared by THE A. O. McBEAN COMPANY, Grafton, Wis. Reference: The Grafton State Bank.



he "Weber Forty"

The most beautiful and substantial cuspidor made. Blown Lead Glass Bowl with no

Creases or Laps.

Requires less than one - half the amount of water to operate than any other fountain cuspidor.

Will Not Overflow

All secretions dropped into the bowl are carried out the shortest possible route to the sewer, and not left floating around in sight of the patient.

No Leaky Valves to Contend With

THE WEBER DENTAL MFG. COMPANY CANTON, OHIO, U. S. A.

The World's Largest Manufacturers of Fountain Cuspidors

At Prices Ranging from \$25.00 to \$40.00

#### Use PLATINUM for Six Months

Then

#### Use ANKRITE for Six Months

At the end of the year figure out how much you would have saved by using ANKRITE for the entire year.

When you discover how efficient a substitute for Platinum ANKRITE really is, you'll be sorry you ever used Platinum.

ANKRITE Plate or Square or Round Wire, in 5 Pennyweight sealed envelopes, 30 cents a pennyweight.

ANKRITE Crown Pins, 15 cents each.

Sole Manufacturers THE MEIER DENTAL MFG. CO. St. Louis, Mo.

European Agents

American Agents DE TREY & CO., LTD. LEE S. SMITH & SON CO-Pittsburgh, Pa.

# SEND FOR THIS BOOK

- We have just issued a 32 page book embodying the Standard Set of Forceps, Elevators and accessories as recommended by Dr. G. B. Winter, of St. Louis, Missouri.
- The forceps, etc., illustrated and described in this pamphlet are identically the same as those appearing in Dr. Winter's well-known and much advertised book on "Exodontia".
- The CLEV-DENT imprint, which appears on each instrument illustrated in this pamphlet, symbolizes highest quality of material, workmanship and efficiency. If you are particular about the quality of your forceps, elevators, etc., you will be much better satisfied if you specify "CLEV-DENT".

We shall be glad to send this book free if you request it.

# CLEVELAND DENTAL MFG. CO.

3301 Scranton Road

Cleveland, Ohio, U.S.A.

ys say "ORAL HIGIENE" when you write advertisers.

ORAL HYGIENE







#### 75c PER DOZEN

The price on Metric Broaches, which was always \$1.00 per dozen, was reduced about a month ago to 75c

This is simply a change in price. We shall continue to give you a broach that is worth every penny of \$1.00 per dozen but sells for 25% less.

If you happen to be one of the few who have never used the Metric Broaches, just go to your dealer and

"Ask for the gray box with the little window at the top"

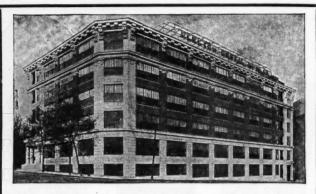
Metric Broaches at 75 cents are just as painstakingly made and as remarkable for toughness, uniformity and high quality as though they still sold for \$1.00 per dozen.

Made in Double Extra Fine (finest broach made), Extra Fine, Fine, Medium and Coarse

75c per Dozen \$3.50 per half-gross \$5.00 per gross in two-gross lots

The Cleveland Dental Mfg. Co.

3301 Scranton Road, Cleveland, Ohio, U.S.A.



#### This Modern Concrete Building Reflects Electro Dental Success

The etching above shows the new, concrete, power-equipped Electro Dental Building recently erected on the northeast corner of Thirty-third and Arch Streets, Philadelphia—a tacit testimonial to the unqualified success of

# Electro Dental Apparatus

"First Aid to the Profession"

Thirteen thousand, nine hundred (13,900) square feet of floor space on each of the six stories; window area 85 per cent. of the wall space, which, with corner location and wide streets, makes this the best-lighted building for manufacturing in Philadelphia; absolutely fireproof; equipped with 300 h. p. steam plant; this gives you a rough idea of the new Electro Dental Building.

There are nine departments, as follows: Motor; Wiring; Switchboard; Compressor; Plating, Polishing and Japanning; Machine Shop; Testing Room; Receiving Department and Shipping Department.

Would you like to know something about the dental apparatus that has made this building necessary?

# ELECTRO DENTAL MANUFACTURING CO. 3222 Arch Street Philadelphia



# CALOX

### The Oxygen Tooth Powder

The dentifrice that does everything that any other dentifrice will do and a little more. CALOX is tooth powder plus peroxide—two preparations in one. Excellent for all purposes of the dental toilet and for use in cleansing patients' teeth, especially where stain is prevalent.

Samples for personal use and office distribution on receipt of professional card.

McKESSON & ROBBINS, 91 Fulton St., NEW YORK

## IRIDIUMOID

### An efficient substitute for Iridio-Platinum

THERE are very few metallic substitutes that possess the double advantage of being just as good at a mere fraction of the cost. But—IRIDIUMOID is one of the few.

#### MADE IN FOLLOWING FORMS:

| CROWN PINS, per doz.        | -       | -         | -        | -        |         |         |        | \$1.00  |
|-----------------------------|---------|-----------|----------|----------|---------|---------|--------|---------|
| PLATE, 3 sheets, 3x3 in. (S | pecify  | all 28, 3 | 30 or 32 | gauge    | or ass  | orted)  | -      | 1.00    |
| BACKING, 3 sheets, 3x3 in.  | (All .0 | 03 in. 1  | hickne   | ess)     | -       | -       | -      | 1.00    |
| WIRE SQUARE, 12 four-in.    | pieces  | (Speci    | fy all 1 | 2, 14 or | 16 gaug | e or as | sorted | 1) 1.00 |
| WIRE ROUND, 12 four-in. 1   | pieces  | Specif    | y all 12 | , 14 or  | 16 gaug | e or as | sorted | 1) 1.00 |
| <b>PLATE STRENGTHENER</b>   | S (Ass  | orted g   | gauges   | ), per   | doz.    | -       | -      | .50     |
| ARCH NUTS, drilled, ready   | to tag  | , per     | loz.     | -        | -       | -       | -      | 1.00    |
| ARCH WIRE, gold plated, (   | 16 gau  | ge size   | for ab   | ove nu   | ts), ha | If doz. | -      | 1.00    |
| SEAMLESS TUBING, per        | doz.    | -         |          | -        | -       | -       | -      | 1.00    |
| BAND MATERIAL, 4-in. st     | rips (7 | Chickne   | ess for  | ancho    | r band  | s), per | doz.   | 1.00    |

Sole Manufacturers THE MEIER DENTAL MFG. CO. St. Louis, U. S. A. European Agents
DE TREY & CO., LTD.
London, W., Eng.

American Agents
LEE S. SMITH & SON CO.
Pittsburgh, Pa.

## Odontoline

FOR the uses of a local anesthetic Odontoline offers you absolute safety and rapidity of action. Can be used in the mouth of adult or child with the same satisfying results. What more could you ask?

> One ounce anywhere, Fifty Cents Ask your dealer for it.

The T. M. Crutcher Dental Depot Louisville, Ky.

## Dentists, Please Read

All cylinders sold on the present system must be returned on or before January 1st, if credit is desired.

## After January 1st

No cylinders will be taken back for credit, but we will gladly exchange or refill all cylinders of our own make.

The Lennox Chemical Co.
Cleveland, Ohio





## Less Hard Labor

Laboratory work is always hard work, and plate work is about the next thing to "hard labor," to use the expression of one of our dentist friends.

If you did much of it last summer, it must have cost you many a drop of perspiration , sade you feel like a "hard labor" man.)

### "Golddust" Rubber

requires less hard work than any other base rubber. It is easily packed and takes a wonderfully high lustrou polish, with half the effort required to give an ordinary polish to other rubbers. Get a box o

"GOLDDUST"

O. H. 12

RUBBER Enclosed

the time and effort. ......lb. Golddus

Dr......

TRAUN RUBBER CO.

Manufacturers

Dept. O.H. 12 337 Broadway, New York

British Patent Granted September 30, 1909 Canadian Patents Granted September 13, 1910; July 2, 1912 United States Patents Granted August 8, 1911; July 2, 1912 Other Patents Pending

### Thousands in Daily Use All Around the World



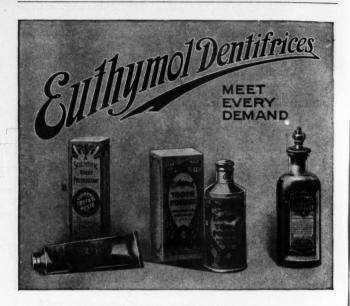
Elgin Vacuum Casting Appliance No. 2

For Casting Plates as well as all Smaller Parts used in Dentistry. Price \$30.00

The Success of the Elgin is an Index of its Usefulness

Send for new Booklet "Dental Casting"





#### **EUTHYMOL TOOTH PASTE.**

This dentifrice contains the antiseptic ingredients of Euthymol. It purifies the mouth and imparts to it a delightful sensation of freshness; cleanses and whitens the teeth, and tends to preserve them; tones up the gums, making them firm and healthy.

### **EUTHYMOL TOOTH POWDER.**

In substance EUTHYMOL TOOTH POWDER is the same as our well-known tooth paste, the only difference being that of form. It contains no pumice-stone or other gritty or acid materials to harm the dental enamel.

### EUTHYMOL LIQUID DENTIFRICE.

In taste and odor this dentifrice is very pleasant—and it is just "soapy" enough to be thoroughly cleansing. It is antiseptic in the strictest sense, and really *preserves* the teeth as well as beautifies them.

Euthymol dentifrices are worthy of your recommendation.

Home Offices and Laboratories, Detroit, Michigan. PARKE, DAVIS & CO.

### Use THE CRUTTENDEN DIES to form your own Backings for the STEELE INTERCHANGEABLE FACINGS

Pat.

1913

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18

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28

Here is a saving proposition for you.

Cost of Stock Backing Average Cost of Gold . , 20

Amount Saved - 60

Cost of Platinum Alloy Backing 40 cents Cost of Platinoid . . . . .

Amount Saved . 38 To which add the value of TWO MIN-

UTES TIME in making.

Besides the saving in cost you make the Backing to fit

Matrix There will be no money tied the case in hand. up in a stock of backings. There will be no delay, trouble nor cost of ordering from the Dental Depot. You can make combinations as shown in Fig. 2. which cannot be had in the stock Backings, which will aid in casting,

also in Orthodontia, Richmond Crown and Bridge Work. Full Instructions with each Die. Price \$3.75

For sale by Dental Dealers, or direct upon receipt of price

Manufactured by H. L. CRUTTENDEN, Northfield, Minn.



### Don't Work in the Dark!

You can't do proper justice to a molar cavity if the rubber dam is of a dingy hue. Use

### Traun's Illuminated Rubber Dam

and finish the job right.

I Coated with non-rub-off aluminum. Clean, odorless, pleasant.

Put up in white slide-boxes, in medium weight only

Per roll of 6 in. x 15 ft. long - - - \$1.90 For half roll of 6 in. x 71/2 ft. long

### TRAUN RUBBER CO.

Dept.O. H. 12, 337 Broadway, New York

### "Practitioners' Course"

### PYORRHEA and PROPHYLAXIS

It is thorough and practical. Four weeks time. Instructions and instruments limited to my own classes. My trademark (Reg. U.S.) of stamped on each instrument, is your protection against substitution.

Address 71 W. Randolph St., Chicago, Ill. C. M. CARR

### Not "How Cheap" but "How Good"

Rubber is one of the most variable articles. as regards

quality, that the commercial world knows.

Considering the extraordinary strains put especially upon rubber dam by the demands of the dental profession, it is just as unprofitable for the maker of rubber dam to use an inferior quality of rubber in manufacturing as it is for the dentist to buy "cheap" rubber dam.

Nearly half a century's experience has brought

## DOHERTY'S "VAPOR" RUBBER DAM

up to its present perfected state and has earned for it the enviable and undeniable title of BEST.

In the manufacture of Doherty's Rubber Dam, "how cheap" has been ignored—only "how good" has been considered.

#### PRICES:

| Medium, per 6-inch by 18 for  |    | - |  | \$1.75   |
|-------------------------------|----|---|--|----------|
| Medium, per 6-inch by 9 foot  |    |   |  | - 90     |
| Thin, per 6-inch by 18 foot r |    | - |  | 1.35     |
| Thin, per 6-inch by 9 foot ro | 11 |   |  | <br>. 70 |

#### **EUGENE DOHERTY**

101-112 Kent Avenue Brooklyn, N. Y.

Address all Communications to Department "B"

## The "IFS" and "ANDS" of the DIMELOW Facing

- IF in your judgment the case indicates a gold tip, no matter how heavy, the Dimelow CAN BE TIPPED.
- AND should you think it better not to tip, the Dimelow can be used WITHOUT A TIP.
- IF you use a gold tip on a Dimelow Facing you will have a greater strength by far.

A tooth which cannot be tipped must be handled by an expert and is indicated only in ideal cases.

- AND when you do not tip a facing, yet allow the gold to extend to the biting edge, the gold will soon "mallet," produce an excessive stress at that point and the leverage will promptly break the facing off.
- IF you tip a facing, any facing, you have the greatest strength.
- AND the Dimelow Detachable Facing is the only strictly interchangeable facing which CAN BE TIPPED.

Would you care to read the booklet describing it?

### JOHNSON & LUND

Philadelphia

Chicago Rochester



(Aluminum Case)

### \$0.50 vs. \$3.00

The "EUREKA" is the originator of the heart shape cup which retails for \$0.50 per half dozen (extra cups) while others ask \$3.00 per half dozen for practically the same cup. We control the only way known by our patent attachment for your patients to renew their own cup.

You can readily obtain extra fees by using the "EUREKA" retainer.
Upper or Lower, \$2.00 per box of six retainers.

EUREKA SUCTION CO.

Loudonville, Ohio



### Insto Electric Sterilizer

Everybody knows Insto, the Sterilizer with the guaranteed Jar

### BEST BY TEST

Write today for particulars

THE INSTO ELECTRIC HEATER CO.

## IT'S THE ANGLE THAT DOES IT

No better idea for an Interchangeable Tooth has ever been devised than the EVSLIN with a READY MADE ADAPTABLE BACKING.

The angle of the slot permits protecting the bite without showing gold.





Send for Literature

Pennsylvania Dental Mfg. Company 1317 Sansom Street, Philadelphia, Penna.

## JUSTI **DETACHED PIN CROWN**











Showing the Results when used in Crown and Bridge Work







The Crown that is what a Crown should be --- A Counterpart of Nature.

Large Line of Molds Easily Adapted

Positive Anchorage Natural Shades

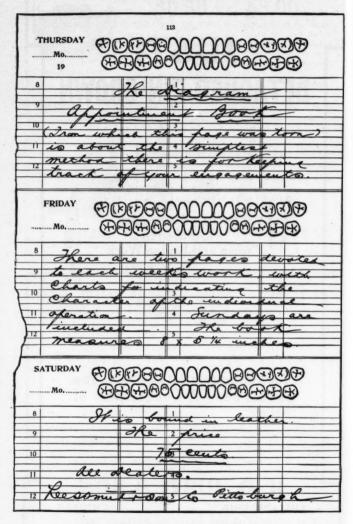
Scientifically Designed and Mechanically Correct

H. D. JUSTI & SON

PHILADELPHIA

CHICAGO

## The Diagram Appointment Book

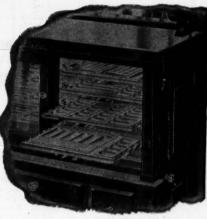


Simplifies Your Bookkeeping

## Something Different

READ THIS and then ask us for Catalog giving a complete description of our No. 91 Cabinet.





More convenient than Drawers

This Cabinet has now been on the market long enough to prove by its many users that it is practical. It has several original features not found in any other cabinet.

The trays are all of white glass and removable and the Cabinet is completely metal lined and finished inside with white enamel baked on.

You see this white through clear glass doors which cannot fail to give your patient the impression of cleanliness in the care of your instruments.

The exterior is of mahogany or oak and harmonizes beautifully with the white interior. No trouble in keeping it clean.

It will be a pleasure to send you a more detailed description.

### The American Cabinet Company

TWO RIVERS, WISCONSIN

For prompt attention Address "Dept. F"

### ASCHERS NEW ARTIFICIAL ENAMEL

### CAN YOU WRITE US LIKE THIS?

Am glad to once again use my o'd standby. I have used four or five others but they were not good.

W. S. WILSON, D. D. S.

Temple, Okla.

I am using Aschers NEW Artificial Enamel and like it just fine. It is nearer an ideal than anything I have seen. J. R. GOSSETT, D. D. S.

Ogdensburg, N. Y.

Am having very gratifying success with your
New product.

H. VAUGHAN, D.D.S.

#### DON'T YOU WANT TO FEEL LIKE THESE MEN?

Over 18,000 dentists in this country alone are using our NEW Enamel and we defy you to find one single dissatisfied user. Ask any Ascher man if this is not true.

ASCHERS (NEW) ARTIFICIAL ENAMEL is the hardest, strongest and most translucent silicate cement sold. Besides, it is absolutely insensitive to air exposure. You have all the time you want for working, and the rubber dam may be removed immediately after the varnish is applied. It won't discolor, injure the pulp, wash out or wear away.

If you are using sensitive materials which cause crumbly, chalky fillings that soon wear down, ask your dealer for a box of our product on 60 days free trial and compare it with what you are now using.

### New Shades and New Prices

We now have 15 beautiful shades that require no blending to match teeth exactly. This is the most complete assortment that has ever been offered to the profession and marks a great advance step in silicate work. A shade card sent free on request.

You can now buy the oldest, best known and most satisfactory silicate in the world, in the best shades and largest portions, at a minimum price.

On account of big reduction in importation, we are glad to quote the following prices after November 1, 1913.

| Half  | porti | on, any | y one  | shade  | -      | \$ 2.25 | Ten : | shade | , full portion | on, p | kg. | \$ 35.00 |
|-------|-------|---------|--------|--------|--------|---------|-------|-------|----------------|-------|-----|----------|
| Full  | * **  | 44      | 44     | 64     | -      | 4.00    | Half  | porti | on Liquid      |       |     | .50      |
| Six s | hade, | half p  | ortion | pkg.   |        | 11.50   | Full  | . "   | 44             | -     |     | 1.00     |
| Ten   | 44    | **      | 66     | "      |        | 18 00   | Doub  | ole " | 44             | -     |     | 2.00     |
| Six   | 44    | full    | 44     | 44     |        | 22.00   | Half  | 61    | Powder         | -     | -   | 1.75     |
|       |       |         |        | Full p | ortion | Powder  |       | -     | 3.00           |       |     |          |

Note NEW Address

### THE PINCHES DENTAL MFG. CO.

258 North 13th St., Philadelphia, Pa.

### THE TETER REGULATED PRESSURE GAS APPARATUS

TETER Regulated Pressure Gas Apparatus represents the embodiment of perfection in scientific administration of nitrous oxid and oxygen.



It is the ideal apparatus for the dentist, the anesthetistor the hospital. It is provided with regulators which are built in the head of the apparatus and which reduce the pressure from the small cylinders the same as do the regulators on the large cylinders. Our controlling valves enable the operator to secure an even and steady flow of the gases which is so essential to the proper administration of the anesthetic.

Painlessly prepare all cavities and extract all teeth with the TETER REGULATED PRESSURE GAS APPARATUS, because it is

THE MOST Economical

Easy to Operate Accurate Practical Efficient

Controls the Gas Pressure from the Cylinders ONE VALVE Shows the exact percentage of Gas used Admits the amount of Gas required Controls the Regulator Pressure Gauge

All gases are delivered warm with the vapor warmer, which thereby saves the gases and produces a more pleasant and effective anesthesia.

#### NO ASSISTANT NECESSARY

Write us for catalogue and literature, giving us, at the same time, the name of your dealer.

THE TETER MANUFACTURING CO. Williamson Building Cleveland, Ohio



### FACINGS QUICKLY REPAIRED

By the use of the Kotts Crown & Bridge Repair Outfit.

The practicing dentist doing crown and bridge work needs the Kotts Repair Outfit.

Repairs made with it are absolutely permanent although they may be made in from twenty to thirty minutes time.

Simple and easy to use.

### Clean, economical, inexpensive.

Entire outfit, including three gold screw lugs, price \$5.00.

Send for descriptive circular.

Manufactured and sold by

The Toledo Dental Specialty Co.
807 Ohio Bldg.
Toledo, Ohio



## IVORY'S Crown and Bridge Cotton Roll Holder



This Cotton Roll Holder is adapted to carry and hold a cotton roll on either side of the alveolar ridge; it leaves ample space between the arms for the adjustment of the Bridge; the cotton rolls being held against the floor of the mouth on either side.

PRICES: Per Pair, \$3.00. Single, \$1.50
J. W. IVORY, 21 North 13th St., Philadelphia, Pa.

# NOT A STOP WATCH PROPOSITION

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No stop watch is required when you make a mix of TRANSLUCIN, the silicate cement that is superior in every way to any silicate on the market.

Neither is it necessary to commit to memory a lot of rules.

All we ask you to do in mixing TRANS-LUCIN is to mix it a little bit stiffer than you mix the ordinary silicate, or until the mass has a tendency to curl slightly under the spatula, and insert it in the cavity.

It attains its maximum degree of hardness within twelve hours, whereas others require a full week.

It is positively more translucent than any other silicate on the market.

It is also more dense and is extremely adhesive, so undercuts are not required, and it is even being extensively used for setting porcelain and other inlays.

It has no effect upon the pulp and will not discolor in the mouth.

We sell it under the broadest guarantee it is possible for us to construct in the English language.

All we want you to do is to insert one TRANSLUCIN filling in the same mouth where you have other silicate fillings. Your own good judgment will dictate your future policy.

It is not an experiment, as it has been used for more than three years in Europe and for more than one year in this country by some of the biggest men in the profession, who are now using it exclusively.

## LEE S. SMITH & SON CO. PITTSBURGH, PA.

## An Appreciation

We wish to take this opportunity to thank those members of the dental profession whose patronage in 1913 has given us another year of increased sales.

More Steele's teeth and backings were sold this year than ever before and we thank you for the increased patronage.

To those who are not numbered among the users of Steele's teeth we wish to extend an invitation: write us stating your objections or the points not thoroughly understood. We will either answer you fully or send one of our specialists to see you, and if convenient to you he will assist in constructing a practical case in your laboratory with no charge for the service.

THE COLUMBUS DENTAL MFG. CO.

Station F.

COLUMBUS, OHIO

## **SAVE MONEY**

### BY BUYING

# Genuine Green Carborundum IN BOXED ASSORTMENTS

The price of Genuine Green Carborundum Mounted Points, even when bought by the single piece, is low when their value to the dentist is considered.

So when you can buy them at quantity rates, you should take advantage of the opportunity.

On Assortment No. 0, 25 points for \$3.00. You save \$0.75 On Assortment No. 1, 42 points for 5.00. You save 1.30 On Assortment No. 2, 65 points for 7.50. You save 2.25 On Assortment No. 3, 90 points for 10.00. You save 3.50

Green Carborundum doesn't deteriorate with age. Even if you bought a million of them, and didn't use them for ten years, you'd find them as good then as the day you bought them.

They are **not** substitutes for burs—they are far superior. They **grind** cavity margins—**not** cut. And the inlay prepared with Genuine Green Carborundum Mounted Points always fits more snugly because Carborundum does smoother work.

Don't worry about the point coming off the mandrel—it **won't**.

There's a new Carborundum Catalog that you ought to have—want one?

LEE S. SMITH & SON CO., PITTSBURGH, PA.

# Can You Make Intelligent Contracts With Patients?

Of course you can tell what ought to be done, so many treatments, fillings, bridges, etc. But can you name, in advance, a price which will be fair to the patient and to yourself?

It appears that few dentists can intelligently estimate the cost of dental work so as to provide proper remuneration for their labors. It seems that in most cases the dentist is unfair to himself, and that the cost of the work is often in excess of the entire sum received for it. A very intelligent dentist recently contracted to do certain work for \$73.00. Without the development of any unexpected factors, the work actually cost him \$93.

# Intelligent Patients Do Not Expect This

They expect to pay for what they get. They are not seeking service for nothing, They want good service at fees that are fair to them and that yield the dentist a reasonable profit. They know he cannot continue to serve them well unless he gets a living profit.

# Determine What Your Work Costs

The Dental Digest will continue in 1914 the studies of dental business methods that have proved so helpful to many dentists. It is believed that the articles will be better than ever before. They seem to be drawing more to a point, as time goes on, and 1914 promises some especially good articles on the subject of the cost of dental work to the dentist.

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### THE DENTISTS' SUPPLY COMPANY

Candler Building, Times Square, 220 West 42d Street, N. Y.

